TRADE AND INDUSTRY

13 September 1973 Volume 12 No 11 10p

British agricultural mission to Iran

Export promotion campaigns in Japan and South Germany

Association Agreements between the EEC and Morocco and Tunisia

EC Commentary: How industry and commerce influence Community policies; Directive on low-voltage electrical equipment; Product standards; British insurance and the Community; A European trade mark? Customs and Excise—Community transit

KOREA TRADE CENTRE LONDON
28 CHARING CROSS ROAD, LONDON WC2H 0DB, UNITED KINGDOM TEL: (01) 240 3192/3
CABLE ADDRESS "MOOGONG" TELEX 22375 MOOGONG LDN.
HEAD OFFICE: KOREA TRADE PROMOTION CORPORATION I.P.O. BOX 1621 SEOUL, KOREA CABLE: KOTRA TELEX: 2259 TEL. 23-4180/9

13th September, 1973.

Dear Importers,

Korean Special Merchandise Exhibition 1973

We are pleased to inform you that for one week from the 18th to 25th of September, 1973 a group of top Korean exporters will be in the United Kingdom. They will each carry an extensive range of top quality merchandise at highly competitive prices, which will be on display at the Manhattan Suite, Britannia Hotel, Grosvenor Square, London, W.1 on September 18th, 19th and 20th. The exporters will also be available at the Midland Hotel, Peter St., Manchester 2, on September 24th and the morning of the 25th. You would be a most welcome visitor at either of these venues.

The merchandise is mainly apparel, luggage, cutlery and handicrafts.

We draw your attention to the fact that most Korean merchandise, with the notable exception of textiles and apparel, is now eligible for importation into the U.K. free of import duty.

We are confident that your company will greatly benefit from discussions with Korean exporters and we therefore look forward to meeting you.

Yours faithfully,

Joondu Johong,
Director.

PS. Hours of exhibition: Tues 18th. 1pm-5pm.
Weds 19th. 10am-5pm.
Thurs 20th. 10am-3.30pm.

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12 Economic indicators of the EEC

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British agricultural mission to Iran

In May an agricultural mission of 15 businessmen and four officials led by Lord Limerick, Parliamentary Under-Secretary of State for Trade, left London on a week's visit to Iran. Organised by the Department of Trade and Industry in conjunction with the Ministry of Agriculture, Fisheries and Food, and with the support of the British Overseas Trade Board, it was perhaps the strongest purely agricultural mission Britain has sent abroad.

BUT why Iran, why agriculture and why May 1973? Iran is Britain's second largest market in the Middle East and the one which is developing most rapidly. Over the past five years our total exports to Iran have increased from £60.2 million in 1968 to £117.0 million in 1972 of which agricultural machinery and equipment amounted to £1.4 million. In recent years the Iranian economy has been expanding at an annual average growth rate of over 11 per cent in real terms. There is every indication that this remarkably high rate of economic progress (financed by Iran's very rapidly increasing oil revenues) will continue at least during the period of the ambitious, but not unrealistic, Fifth 5 Year Plan 1973/78. The original Plan which started in March, envisaged total development investment of some £13.7 billions (American billions, ie a thousand millions) of which £8.7 billions would come from Government sources. The Plan is now in course of revision and the investment figure is likely to be considerably higher taking into account Iran's increasing oil revenues. While industrial development will continue at a high level, with a projected annual growth rate of 15 per cent, increased emphasis is to be given to agricultural development and to the improvement of social services. Under the otherwise successful Fourth Plan, agriculture had lagged behind relative to other sectors; under the new plan the investment allocated to agricultural development amounts to around £1.5 billions, or almost three times that under the previous plan, with a target annual growth rate of 5.5 per cent in this sector. In addition over £300 million of the £650 million allocated to the development of water resources under the Fifth Plan is for the improvement and extension of irrigation networks. It was against this background that the British Embassy in Tehran proposed that the initiative be taken to send a British agricultural mission to Iran.

Objectives of the Development Plan 1973-78

When introducing the new plan in Parliament, HIM The Shah said: 'Our policy in the Fifth Plan is particularly based on the two principles of agricultural development and expansion of social welfare. . . .' It was therefore opportune for the mission to go to Iran at the start of the Fifth Plan to investigate at first hand what was involved in this new priority for agricultural development. It was not a selling mission as such: its composition, spanning many sectors of interest, was balanced in relation to the aims of the mission. These were rather to explore the potential for participation by British firms in agribusiness projects; to investigate what Iran needs that Britain can supply by way of agricultural equipment, products, livestock and consultancy services and to identify possible areas for British technical assistance in the agricultural sector of the economy. During the course of the mission, members had a full programme of discussions with Government departments and organisations in both the public and private sectors. Two days were spent in Khuzistan on visits to the Dez dam and to the Iran Shellcott and the Haft Tappeh Sugar estates, two of the new projects established in its irrigated area.

His Imperial Majesty, The Shah of Iran who has stated: 'Our policy in the Fifth Plan is particularly based on the two principles of agricultural development and expansion of social welfare. . . .'

Despite the phenomenal expansion of Iranian industry over the past decade, agriculture continues to provide the livelihood of some 60 per cent of Iran's total population of 31 million, employs 40 per cent of the working population and currently provides 24 per cent of the GNP. British agriculture employs 2.5 per cent of the working population and contributes 2.8 per cent of the GNP.

Of the 21 million hectares of cultivable land in Iran only a third is under continuous cultivation, 40 per cent of which is irrigated and the balance dry-farmed. The main crops are wheat, rice, barley, sugar beet and cane, cotton, tea (green), fruit, oil seeds and some tobacco. Permanent pastures amount

to around 10 million hectares. The present livestock population is estimated at 29 million sheep, 6 million cattle, 40 million poultry, 12 million goats and a few thousand swine. Although in the past normally self-sufficient in many essential foodstuffs, domestic production has in recent years needed to be supplemented by imports on an increasing scale, particularly of red meat and butter. The rising population and increasing personal incomes (per capita income has increased from £82 in 1962 to £214 in 1972 and is expected to rise to about £380 by 1978) have combined to create a demand, particularly for protein foods, which outstrips domestic production capacity and the drift of population from rural to industrial areas has created problems of distribution.

The basic aims of the Fifth Plan are to raise production and efficiency particularly by encouraging the formation of larger units—co-operatives, farm corporations, agribusiness enterprises and meat and dairy farming complexes—thus facilitating the application of mechanisation and improved techniques—and by improving marketing and distribution. Specific targets include:

increasing the area under irrigation from 2.8 to 3.9 million hectares of which it is envisaged that by 1978, 8 per cent (320,000 hectares) will be farmed by agro-industrial enterprises, 8 per cent by farm corporations and co-operatives 10 per cent by 'mechanised' farmers and the balance by individual farmers

introducing two crops a year over an area of 150 thousand hectares

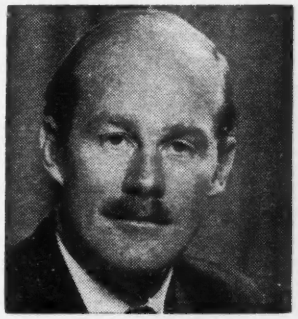
increasing silo (grain elevator) capacity from 392 to 792 thousand tons and creating other agricultural storage capacity of 700 thousand tons.

expanding red meat production from 305 to 445 thousand tons a year by improving sheep raising and fattening methods and establishing Government-operated as well as private meat production complexes and developing modern stock-breeding and cattle raising

increasing milk production from 1.9 to 2.8 million tons a year involving the importation of possibly 200,000 head of pedigree cattle and another 100,000 head of 'approved'

(continued on next page)

A MESSAGE FROM LORD LIMERICK

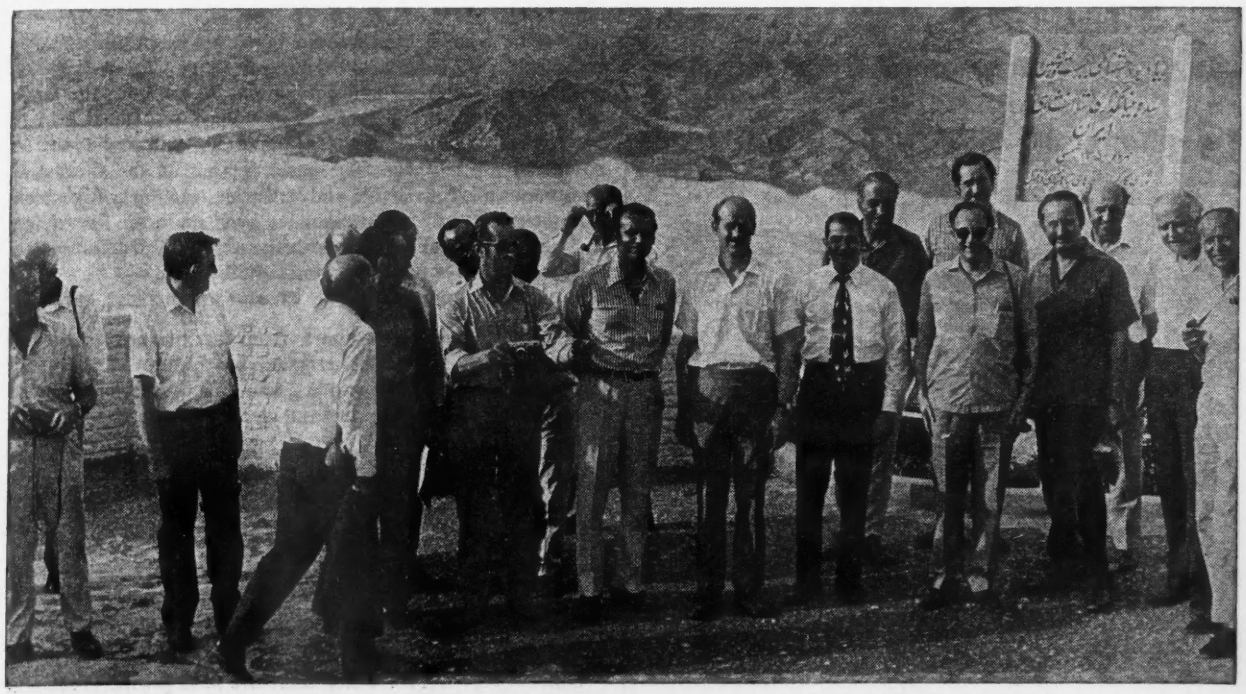


As one who has visited Iran many times before, I was struck by the enormous progress of the economy in recent months. Members of our mission were constantly busy in fulfilling an excellent programme, both collectively and individually attuned to our interests.

The welcome accorded in meetings with the Prime Minister, the Minister of Agriculture and Natural Resources, the Minister of Economy, the Head of the Plan and Budget Organisation, the Minister of Water and Power and numerous Deputy Ministers, bankers and senior officials was outstandingly warm.

Since our visit in May the official follow-up has been rapid and positive. An Agricultural Committee was set up at the Anglo-Iranian Joint Ministerial Commission meeting in London in June 'as a means of continuing co-operation in agricultural matters' and further constructive talks were held with Mr. Rouhani, the Iranian Minister of Agriculture and Natural Resources, and his party, during a visit in July centring round the Royal Show.

Substantial business in train as a direct result of the mission in May and the subsequent exchanges have underlined the quite unusual opportunities for those prepared to take them, and having suitable livestock, equipment or know-how to offer.



Lord Limerick (centre) and other members of the agricultural mission at the Mohammad Reza Shah Pahlavi Dam, during their visit to Khazistan.

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BRITISH AGRICULTURAL MISSION TO IRAN
continued

stock mainly for dairying, although additional sources of beef and veal will also be provided

expanding poultry meat production from 50 to 120 thousand tons a year (poultry farming is already one of the better developed sectors of the industry)

carrying out spraying against pests and diseases over some 5 million hectares

developing further fishing and fish processing on the Caspian and South East Gulf coasts

expanding sugar production to achieve self sufficiency by 1978 (this will involve substantial and continuing expansion of areas under cane and beet and of factory processing capacity to and beyond 1978).

Investment and exporting opportunities

These targets are themselves indicative of the potential scope for involvement by British firms in the agricultural development programme.

In order to encourage further private sector participation in agribusiness ventures (of which there are currently 17 in various stages of development) the Ministry of Agriculture has said that the Government intends to provide substantial credits for Iranian firms embarking on milk, meat and agro-industrial ventures and the Agricultural Development Fund of Iran (ADFI) will give sympathetic consideration to applicants for finance for such operations. (The ADFI is also willing to assist foreign firms considering participation in agribusiness projects by putting them in touch with appropriate Iranian partners.) As added incentives the Ministry of Finance are prepared to give a 10 year tax relief in certain circumstances to those investing in agricultural and animal husbandry projects and the Ministry of Economy is to offer import duty exemption to agribusinesses and farm corporations on imported machinery, pedigree cattle and farm equipment. Foreign companies investing in agribusiness projects can hold a majority interest, which is not normally allowed in the industrial sector.

It will be evident that the development plans outlined above will enhance the prospects for the supply of various types of agricultural machinery and equipment. Apart from the large scale operations of the agribusiness enterprises, the stage has not yet been reached where the most sophisticated types of machinery are required. The basic demand in the short and medium term is for reliable and well-tried machinery for which (a point stressed by the Iranians) a good spares and servicing back up is essential coupled with the ability of distributors to advise on effective use in varying conditions.

In particular opportunities exist, and will increase, for:

Irrigation equipment—apart from agribusiness projects, most Iranian farms are irrigated by traditional methods; there is also scope for simple ditch-digging machines—most irrigation channels are dug and cleared by hand.

Crop spraying and dusting equipment—with increasing mechanisation and the efforts being made to increase yields the need for hand-operated and tractor-mounted spraying equipment will expand.

Tractor-mounted implements—the move towards the creation of larger units will facilitate the greater employment of mechanisation; land levelling and grading equipment will also be needed as the larger units come into being.

Other equipment for which there are sales prospects include that for milking and milk processing, animal feeds, fruit

and vegetable processing and canning, commercial refrigeration including refrigerated transport, flour milling, sugar processing, abattoirs, and produce packing and grading.

In addition to welcoming foreign participation in agribusiness projects the Iranian Government also seeks to encourage foreign participation in industrial development by way of joint manufacturing operations between foreign firms and Iranian partners (in both the public and private sectors). The investment climate is a liberal one and the transfer of both investment capital and profits accruing is allowed. Foreign investment requires the approval of the Ministry of Economy's Centre for the Attraction and Protection of Foreign Investment which acts as the co-ordinating and investigating agency for foreign investment and also provides information and assistance to prospective investors.

Some items of agricultural machinery and equipment might be suitable for local assembly or manufacture, including irrigation and spraying equipment. Some items, including tractors (Romanian, Swedish and American), hand tillers (Japanese), ploughs (Australian) and some irrigation equipment, are already assembled or manufactured under licence in Iran.

Technical and consultancy services

The Iranians freely acknowledge their need to use overseas technical and consultancy services in implementing their agricultural development programme. Consultants seeking business in Iran need to register their interests with the Plan and Budget Organisation. Generally speaking, foreign firms need to work in association with a local firm in order to secure worthwhile contracts. While policy and the overall scale of the development budget have been outlined in the Fifth Plan this is not a detailed blueprint and in many cases particular projects and investigations have yet to be defined. In this situation there is scope for consultants to take the initiative and put forward proposals to the Iranian Ministry of Agriculture and Natural Resources. The sectors which would seem to offer the greatest scope for consultancy services include (in the public sector) the preservation and utilisation of natural resources (water, land pasture, forestry), agricultural services and produce distribution and marketing and (in the private sector) agro-industry development, co-operatives and farm corporations. The budget for research activities is a relatively modest one and participation by consultants is likely to be restricted to specialist services not available within Iran. Concurrently with the introduction of the Fifth Plan executive responsibility for implementation was devolved from the Plan Organisation (now re-named the Plan and Budget Organisation) to the individual Ministries for their respective sectors and the time is now opportune for consultants to make their capabilities known both to the Plan and Budget Organisation and the individual Ministry concerned.

Summary

To sum up, the mission left Iran with the firm conviction that a vigorous agricultural development programme within the Fifth Plan exists not only on paper but also in the determination of the Iranian Government and institutions such as the Agricultural Development Fund of Iran and the Industrial Credit Bank of Iran to see its objectives translated into reality. The potential for agricultural development is great and the Iranians mean to realise it with a determined but flexible approach to the problems involved. In this development there will be considerable scope for British involvement both in the supply of goods and services and by participation in joint manufacturing or agribusiness ventures.

But although the outline of projected developments can only be painted with a broad brush at this stage, it is not too early for British firms not already in the market to visit Iran to investigate at first hand the opportunities in their particular field of activity. On the experience of the mission members they will find the Iranians friendly, helpful and ready to enter into businesslike discussion. The Commercial Section of the British Embassy in Tehran will be pleased to advise visiting representatives of British firms and assist them in making appropriate contacts.

Inquiries about this article may be made to the Mission Secretary (CRE 4, 1 Victoria Street (tel: 01-222 7877 ext. 5218). Extracts from the Joint Communique issued at the conclusion of the mission are reproduced below.

Joint communique

'During the course of their discussions and their visit to Khuzistan, the potential for agricultural development in Iran, particularly in accordance with the special emphasis being given to it in the Fifth 5-Year Plan, was made plain to the British Mission. At the same time the Mission emphasised the high productivity and efficiency of British agriculture, linked with the well-developed skills of the various industries associated with agriculture. It was agreed that in these circumstances continued co-operation between the two countries was likely to be mutually beneficial, especially in British technical assistance to, and investment in, Iranian agriculture, and in the provision of goods and services for its development.

In addition to the general understandings reached on the possibilities for co-operation between Britain and Iran in the development of Iranian agriculture, certain specific areas were agreed as meriting further attention. A separate memorandum of understanding on co-operation in these areas was agreed for publication by the leaders of the two delegations.'

MEMORANDUM OF UNDERSTANDING

The following points were agreed to be of mutual interest and as providing a basis for future co-operation in technical and economic fields of agriculture.

1. In view of the emphasis laid on livestock production in the fifth development plan of Iran, both parties expressed their interest and willingness to expand their future co-operation and trade in this field particularly in the production and marketing of milk products and of beef and mutton, as well as the expansion of the poultry industry. Both parties therefore agreed to investigate the possibility of British investment in agriculture and livestock industries, including direct investment or joint ventures.
2. In the area of land development and construction of irrigation and drainage systems the Iranian delegation expressed their desire to make use of British know-how and equipment.
3. Both parties agreed that Britain should provide, on a commercial basis, technical and consultancy services in the vital area of agricultural planning and take part in the formulation of definite projects in the field of crops and livestock production and in the preparation of preliminary studies and feasibility reports and assisting the Ministry of Agriculture in the implementation of sound and feasible projects.

Tehran
13 May 1973

Unique opportunity to increase exports

Ten DTI Ministers with a single thought

ALL ten Ministers of the Department of Trade and Industry will be speaking on the same theme—exports—at the same time—8.30 am—on the same day—October 9.

This week Mr. Peter Walker, the Secretary of State, is inviting 16,500 top businessmen throughout the country to ten conferences in ten regional cities on the vital subject of exports. The Ministers will demonstrate to chairmen, managing directors and other senior executives, that at the present time British industry has an unprecedented opportunity to increase sales and profits in overseas markets.

In total they will represent the biggest gathering of top businessmen ever held in Europe.

The conferences will be held in Birmingham (Mr. Peter Walker), Manchester (Sir Geoffrey Howe), Cardiff (Mr. Michael Heseltine), Glasgow (Mr. Tom Boardman), Leeds (Mr. Christopher Chataway), Nottingham (Lord Drumalbyn), Norwich (Lord Limerick), Southampton (Mr. Peter Emery), Newcastle (Mr. Anthony Grant) and Bristol (Mr. Cranley Onslow). All the conferences are being staged in the early morning so as to interfere as little as possible with the working day of the executives attending.

Sterling so competitive

In his letter of invitation Mr. Walker says 'I am writing to you personally to say how much I hope that you will take part in a nationwide export presentation I am organising on October 9 at 8.30 in the morning. At no time I can remember has British industry faced such rapidly growing world markets when the value of sterling was so competitive. This is therefore a unique opportunity.

'I do not need to stress the importance both to you, your company and your employees that we in Britain respond to this challenge. How you do so must be your decision but I am determined to do all I can to ensure that my Department gives you the help you need.

'In ten cities I am calling an early morning meeting in order that one of my Ministers can review with you this new opportunity and how our services can help you profit from it. I have deliberately chosen a time of day when I hope it will not interfere with your other activities, as I very much want you to be there.'

The chair at each conference will be taken by a Member of the British Overseas Trade Board—the body of 13 top businessmen set up by the Government in 1972 to direct official export promotion services. Also on the platform will be the Department of Trade and Industry's Regional Directors and Commercial Representatives from British Embassies abroad.

EEC information—Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:

HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE Tel: 01-626 1515

		Ext.
Community Transit	European Communities Division—Unit 1	2561/2565
	General inquiries	
	traders A-F	2263
	traders G-N	2561
	traders O-Z	2263
European Communities—general inquiries	European Communities Division—Unit 3	3055
EEC Free Trade Agreements with EFTA countries	International Division —Unit 2	2385/2165
EEC Mediterranean agreements, Anglo-Danish free trade arrangements	International Division —Unit 3	2165
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Division —Unit 3	2504
Compensatory levies	Import Duties— Section 8	2375/2343 2143/2174
Copies of articles on customs preferences, public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

New handbook for exporters

Can live trout be exported? What is an ATA carnet? Which goods are subject to security export controls? By how much will tariffs between the original six Common Market countries and the United Kingdom be reduced on January 1, 1974? What are factoring companies?

All these questions and many others, both easy and esoteric, are answered in the latest edition of the 'Export Handbook', published by the British Overseas Trade Board. It has been carefully brought up to date, but the services are constantly evolving and some changes might be discovered in practice.

The Handbook is a guide to the services available through Government offices and to those afforded by Trade Associations, Chambers of Commerce and other non-official agencies with which the British Overseas Trade Board collaborates in the export promotion field.

Information is provided in the Export Handbook under 10 main headings;

The British Overseas Trade Board and the organisation of DTI export promotion services
Information and advice
Trade Promotions overseas
Publicity
UK duty and tax reliefs
Export regulations and formalities
Overseas tariffs
Insurance
Finance
Other services.

Within these broad classifications, detailed guidance is given on subjects ranging from technical symposia and seminars to the Common Agricultural Policy regulations, and from finance for developing inventions to certifying the accuracy of measuring instruments. The aim of the Handbook is to assist present and potential exporters of all goods and services whether they have to do with consumer goods or capital projects.

The Handbook is designed as a comprehensive reference publication, providing useful addresses of specialist organisations in particular fields. For example, there are the names of over 250 buying houses in the United Kingdom representing overseas stores, together with the names and addresses of the principal non-official British Trade Organisations in more than 30 overseas countries.

To assist exporters to make full use of Government export services and advice the addresses of all the regional offices are given. There is also a long bibliography.

'Export Handbook 1973' can be obtained free of charge on application to Room 306, Gaywood House, 29 Great Peter Street, London SW1P 3LW (tel: 01-222 7231 ext. 22) or to any Regional Office of the DTI.

Hundreds of British firms seek Japanese orders

HUNDREDS of British firms will, this autumn, participate in the biggest export promotion programme ever staged in Japan. These companies will be fully supported by the British Overseas Trade Board.

Highlights will be the opening of the British Export Marketing Centre in Tokyo on September 21 and the Gala Performance of the London Fashion Festival the next day. Both the events will be attended by the Duke and Duchess of Kent and Lord Thorneycroft, Chairman of the British Overseas Trade Board.

Three important exhibitions—featuring British marine equipment, furniture and advance welding equipment—will be held at the Marketing Centre during the remainder of 1973. In addition, the Board under its outward mission scheme will be supporting over 150 British firms in eight trade missions and will sponsor another 50 firms taking part in trade fairs in Japan. Concurrently, 65 Japanese department stores and supermarkets will be putting on British festivals to promote their sales of British products.

During October British companies will be exhibiting at three major exhibitions in Japan, supported by the British Overseas Trade Board.

Osaka Electronics Show October 1-7

British companies taking part in this, the largest electronics exhibition in Japan, will be showing a comprehensive range of electronic equipment including lights and indicators, gauges, microphone inserts, film processing equipment, microwave materials and distance measuring equipment.

Iruma Japan International Aerospace Show October 5-11

At this event the British Overseas Trade Board is supporting a joint venture for British firms featuring aircraft, aviation fuelling equipment, navigation equipment, air traffic control systems, special purpose radars and a wide range of aviation test equipment.

Tokyo 5th International Congress of Neurological Surgery October 7-12

For the first time a joint venture is presented at this congress and the British exhibits will include an EMI scanner—at its first public showing in Japan—stereo-toxic apparatus and surgical instruments.

The Board considers that the potential for the future development of trade between Britain and Japan is substantial. During the first seven months of 1973 UK exports to Japan increased by 58 per cent and were valued at £152 million compared with £96 million in the comparable period of 1972.

FULL PROGRAMME OF EVENTS ORGANISED BY THE BRITISH OVERSEAS TRADE BOARD IN JAPAN—AUTUMN 1973

September

11-20	Newham Export Club	Mission
17-20	Fluid Power Exhibition	Joint-venture Exhibition
20-25	Visit of Duke and Duchess of Kent	
21	Opening of BEMC	
21-25	London Fashion Festival in Tokyo	Fashion Spectacular
21-28	Isetan Department Store	Store Promotion and English Folk Dancing
21-26	Seibu Department Store	Royal College of Arts Exhibition and Store Promotion
21-24	Seiyu Supermarket	Food and Drink Promotion
22	Gala Performance—London Fashion Festival	
27/9-6/10	Scottish Thistle	Mission
28/9-10/10	Matsuya Department Store British Fair	Promotion and Exhibition
29/9-10/10	Bristol Chamber of Commerce	Mission

October

1-7	Japan Electronics Show (Osaka)	Joint-venture Exhibition
4-8	Matsuzakaya Department Store (Ueno)	Store Promotion Exhibition
5-11	Tokyo Aerospace Show (Iruma)	Joint-venture Exhibition
5-10	Hankyu Department Store (Osaka)	Store Promotion and Exhibition
7-12	5th International Congress of Neurological Surgery	Joint-venture Exhibition
8-13	Chemical Plant Engineering Exhibition	Joint-venture Exhibition
9-21	Mitsukoshi Department Store (Nihonbashi)	Store Promotion and Exhibition
9-13	Marine Equipment Exhibition	BEMC Exhibition
10-16	Matsuzakaya Department Store (Nagoya)	Store Promotion and Exhibition
13-22	London Chamber of Commerce	Mission
22/10-3/11	Scottish Export Committee	Mission
29/10-4/11	Furniture Exhibition	BEMC Exhibition
30/10-4/11	Mitsukoshi Department Store (Sapporo)	Store Promotion and Exhibition

November

4-15	Portsmouth Chamber of Commerce	Mission
10-13	Bradford Chamber of Commerce	Mission
20-24	Welding Equipment Exhibition	BEMC Exhibition
Nov. for 2 weeks	Clothing Export Council	Mission

Growing market for British welding equipment in Japan

'The size of the Japanese market for welding machinery was £31.4 million in 1972 and should grow to £68.3 million by 1975 at an annual average growth of 22 per cent'. This is one of the salient conclusions in a survey *The Japanese Market for Welding Equipment* published on September 3, by the British Overseas Trade Board.

Within this overall growth figure, the survey states that 'the market for certain types of welding machinery will grow much more rapidly than the overall 22 per cent annual average, eg the market for automatic welding machinery will grow at an annual average rate of 41 per cent'. It adds: 'The construction industry is preparing itself for an unprecedented volume of civil engineering and building construction.'

The survey suggests six ways in which British firms might increase their sales to Japan:

1 Placing considerably greater emphasis on providing a *complete* service to customers, as well as adopting a more enthusiastic approach to the whole business of selling.
2 Careful selection of agencies and outlets with appropriate sales expertise in specific industrial sectors.
3 More British exhibitors at the annual Welding Show and the Construction Machinery Fair, which receives over 200,000 visitors—British firms could stage actual operating demonstrations of welding techniques at these events.
4 A diversification of product mix by British exporters, to include products with a potential mass market in the shipbuilding, construction, automotive, or other industries having high volume requirements for welding machinery. This would mean supporting activities—parts and machinery depots, sales engineering, sales literature and manuals in Japanese and training programmes for salesmen and customer personnel.
5 A flexible approach to industries with special problems and requirements, such as construction and shipbuilding, faced respectively with a vastly increased volume of work and the need for new technology.
6 Changing the image of British suppliers. The survey states 'Japanese users believe that British suppliers are not sensitive to customer needs in Japan, are not prompt in fulfilling orders, are inflexible as regards pricing, are not prepared to expand production lines to accommodate a short-term rise in orders, are not capable of providing parts, service and advice with the dispatch and enthusiasm that is typical of the domestic suppliers.'

The 64-page survey covers products with high, limited and no sales potential; a profile of the Japanese industry; size and structure of the market; and market factors. Subjects covered in the survey's appendices include important potential importers of welding equipment; sales promotion techniques and strategy; import restrictions; and trade fairs.

The British Shopping Week in Munich was the subject of a press conference held in London on September 5 and hosted by Mr. E. Rayne of BOTB's European Trade Committee. In this picture, Mr. Rayne (right) is being interviewed by the BBC External (German) Service. Mr. Rayne is giving the interview to Mr. S. A. Burschlutter.

British Shopping Week in Munich part of S. German Trade Drive

WITHIN the British Trade Drive in South Germany the British Overseas Trade Board is organising a Shopping Week, November 2-10, in co-operation with the Munich civic authorities and stores in the centre of the city. Extra sales of British goods to the 200 participating shops could well reach £1 million. Already, additional buying by the shops of around £600,000 is assured.

The Munich Shopping Week is the largest consumer goods promotion which the British Overseas Trade Board is mounting in Europe this year. As in all similar events, it is a hard-sell promotion to increase the availability of, and enhance the demand for, British goods in the shops, not only during the Week itself but for the future. It follows the successful style of British Shopping Weeks developed in recent years.

The Munich shops will concentrate on promoting British goods and their requirements for new lines have been widely publicised to British industry through the BOTB services for exporters. The main target area—the spacious and lively pedestrian shopping precinct in the centre of the city—will be given a British atmosphere. The participating shops, too, will have special displays featuring Britain and will highlight British goods at the point of sale.

Buses from London and Munich's twinned city, Edinburgh, carrying advertisements for British goods will provide free rides to the Munich shopper. Policemen and policewomen from Edinburgh and Manchester, as well as the world famous Pipe Band of the Edinburgh City Police, will add a touch of occasion. These traditional attractions are always asked for by the host city.

There will be other attractions provided by the BOTB to complement the efforts of the shops to bring in the crowds to the city centre during the Week. Among these is a major exhibition, 'The Two Elizabeths', which highlights modern Britain by contrasting it with the time of Elizabeth I. An important complementary commercial event is a specially arranged British-Leyland car show.

The Week will be opened by Princess Margaret, accompanied by HM Ambassador in Bonn, Sir Nicholas Henderson. The Princess will carry out a two-day programme connected with the Week, which will include visits to participating shops. Lord Thorneycroft, Chairman of the British Overseas Trade Board, will visit Munich and will be host at key functions. The Lord Provost of Edinburgh will also be in the city at the time of the Week as guest of the Lord Mayor of Munich.

There is more to the Week than the additional sales figures themselves. Already, it is clear that Britain has secured some important new customers because of the Week, combined with the increased competitiveness of British consumer goods as tariffs reduce following our membership of EEC. Some examples: an important clothing shop is buying £40,000 worth of goods from Britain for the first time for the Week. Another shop specialising in men's clothing has made purchases of £45,000. A big fish hooked because of the Week is a chain departmental store which is expected to buy in the region of £50,000; potential sales for British goods through this new outlet in the future are considerable.

The participating stores which already stock British goods are expecting large increases in sales during the Week and many have taken in substantial extra supplies. The main German departmental store groups are devoting a lot of effort to the Week through their Munich branches. All have many lines of British goods already and will be increasing their sales of these, as well as taking on new lines. Their combined total extra buying may well reach £500,000.

There is still time for British suppliers to sell to the shops taking part in the Week. Interest by the shops in receiving new offers remains at a high level. The main demand is for food and drink, clothing, textiles, china and glass, household goods, furniture, carpets, toys and giftware. With the right goods and vigorous salesmanship British suppliers would not only achieve substantial sales to the shops for the Week itself but create a continuing future demand.

British firms who have not yet taken action and can offer quick delivery should instruct their agents to contact their Munich customers without delay. Firms without agents wishing to sell direct can obtain details of the participating shops from: British Overseas Trade Board, Export Services and Promotions Department, Export Data Branch 2, Room 019, Hillgate House, 26 Old Bailey, London, EC4M 7HU.

Events in the South German Trade Drive

Inward missions: Machine tools, June/July 1972; Packaging machinery, October; Textile machinery, January 1973; Machine tools, February; Scientific instruments, April; Electronic components (communications), May; Electronic components (entertainment), May; Water pollution control (municipal), June; Water pollution control (industrial), June; Clean air (supervisory and control organisations), September; Clean air (industrial), September; Electronic components, October; Automation systems and industrial control, October; Process control instrumentation, October; Electronic measuring and testing, November; Nuclear reactor components, January 1974.

Outward Missions: Gauge and toolmakers, March 1973; British Nuclear Forum, April 1973.

All British Exhibitions and Seminars: Design Council Exhibition (Stuttgart), February 1973; Seminar on Modern Building Techniques (Munich), May 1973; Machine Tool Exhibition (Stuttgart), April 1974; Seminar on Hydraulic Equipment (Stuttgart), April 1974.

Shopping Weeks and Store Promotions: Stuttgart Shopping Week, September/October 1972; Munich Shopping Week, November 1973; Bayerische Lagerversorgung (C and C Grossmart) Promotion in Bavaria, September/October 1973.

Joint Ventures: Friedrichshaven Boat Show, October 1972; Munich Fashion Week, October 1972; Effluent and Water Pollution Show (IFAT) Munich, November 1972; Electronic Equipment Exhibition (Electronica) Munich, November 1972; Nuremburg International Trade Fair, February 1973; International Construction Fair (Munich), March 1973; International Fashion Week (Munich), March 1973; Light Industries and Handicrafts Fair (Munich), April 1973; International Stamp Exhibition (Munich), May 1973; Electro-Optical Systems (LASER '73), (Munich), September 1973; International Fashion Week (Munich), October 1973; Computer Systems Congress and Exhibition (Systems '73) (Munich), November 1973.

US Bicentenary foreshadowed at NY Gift Show

From R. Featonby, British Trade Development Office, New York: British quality giftware was well represented and well placed at the New York Gift Show, held at the Coliseum in Manhattan, August 12-17. It was particularly encouraging that four firms managed to have their products highlighted in the 'Discovery Room'. The four were Perfect Replicas Ltd., with a framed copper etching of the Eastern and Western hemispheres; George Butler of Sheffield, with cooking knives; Helenware, with oven mitts and melamine-surfaced chopping boards; and Dragoncraft, with hand-made and very imaginative soft toys.

Firms' return visits

All but two of the 12-firm British joint venture group, which was once again sponsored by the Westminster Chamber of Commerce and supported by the British Overseas Trade Board, were making repeat visits to New York after previously participating successfully at the February 1973 Gift Show.

Spode, a famous name in the history of the English Potteries, displayed several new pieces of giftware in its earthenware and bone china ranges and the Spode Christmas plate for 1973 was also exhibited. From Prinknash Abbey in Gloucestershire came the monks' 'latest designs in tankards, soup bowls, decorated bowls and jars'. Famous paintings reproduced on inexpensive posters and prints were shown by Athena Reproductions and Coloroll broke new ground by showing its first-ever range of Christmas cards.

Natural materials favoured

Many of the gifts from Britain had a conservative theme, with a trend to 'Americana' and 'Natural' looks. Scenes of American Colonial life and of the Old Wild West were the subjects of etchings on copper specially produced for the United States by Etchmasters Ltd. Heredities Ltd., which makes small bronzes by a new cold casting technique, launched a conservation collection with a series on birds and animals threatened with extinction. Fashion jewellery also figured prominently at the Gift Show and Artform's range of bangles, pendants and brooches in stainless steel attracted much interest, as did town and country accessories by Horne of England.

The Bicentenary of the American Revolution, to be held in 1976, is an event to be celebrated with patriotic enthusiasm and will provide excellent opportunities for British manufacturers of giftware, provided that they start their preparations immediately. It was apparent at the New York Gift Show that many US and overseas firms are already in production for the occasion, with reproductions of merchandise used in the period around the year 1776, particularly in pewter, wood and textile products. Plastic and lucite items were not as prominent as usual at the Coliseum, as if emphasising the trend towards more natural materials.

The American giftware market relies a great deal on imported items and as a result is much influenced by everyday fluctuations in the foreign currency/dollar exchange rates which have recently resulted in increased prices of overseas merchandise. It was, therefore, most encouraging that the British participants were able to report a large volume of visitors to their open area exhibit, that many good orders were placed and that most firms would be pleased to return as members of a joint venture to the 1974 event.

Interested foreign buyers on one of the British stands at the 49th Offenbach International Leathergoods Fair which took place August 25-29. The majority of the British companies, exhibiting under the British Overseas Trade Board joint venture scheme, expressed satisfaction with the orders taken and contacts established and renewed. One British firm, exhibiting at Offenbach for the first time, booked substantial business for its shopping and luggage carts and now has high hopes of success in the German market. Continuing currency fluctuations and the benefits of Britain's entry into the European Economic Community seem to indicate that British exports to Europe of a wide range of leathergoods will continue to expand.

A joint venture of 17 companies at Cologne children's wear fair

UNDER the joint auspices of the National Children's Wear Association of Great Britain and Northern Ireland and the British Overseas Trade Board, 17 leading manufacturers of children's goods will be showing their spring ranges at the International Fair for the Child, Cologne, October 12-14. The British joint venture contingent can be divided into three main groups: children's wear; nursery goods; prams and pram accessories.

Children's wear includes casual separates underwear, dresses, babywear, coats and suits for boys and girls from birth to teens. Nursery-goods include a wide range of toys, an entirely new type of plastic bath with unique features, portable highchairs, car seats and cat guards. A special folding pushchair for handicapped children is a feature of the third group.

British office machines to be shown in Paris

THE Business Equipment Trade Association, supported by the British Overseas Trade Board, is organising a group display by six British companies at the International Business Machines and Office Equipment Exhibition (Sicob), Paris, September 19-28.

The British exhibitors in the joint venture are: A. Arenson Ltd. showing its latest ranges through two major subsidiaries, President Office Equipment and Sterling Seating Ltd.; Bisley Steel Equipment Ltd. exhibiting its 56 and 30 series plastic drawered units; Crosfield Business Machines Ltd. showing the 9300 document reader; English Numbering Machines Ltd. showing a range of colourful self-inking, automatic hand numbering and dating machines; Ferranti Ltd. demonstrating a working 'Freescan' digitiser; Rotate Chairs Ltd. is showing office seating.

Mr. Heseltine at air show

MR. Michael Heseltine, Minister for Aerospace and Shipping, is to attend the first international air show at Sao Paulo, Brazil, on September 14 when over 20 British aerospace companies will be exhibiting their products.

Mr. Heseltine will be present for the inauguration of the show by the President of Brazil, General Emilio Garrastazu Medici, on September 14 and will travel to Brasilia for talks with Brazilian Ministers on September 17.

Mr. Heseltine will make a short official visit to Peru on September 20 and 21 when he will meet Government Ministers and businessmen.

Lord Limerick's visits to Algiers and Plovdiv

THE Earl of Limerick, Parliamentary Under-Secretary of State for Trade, visited Algiers, September 4-6. The visit was in response to an invitation extended by M. Layachi Yaker, Algerian Minister of Commerce.

Lord Limerick's visit coincided with British National Day at the Algiers International Trade Fair, September 5. Lord Limerick toured the British Pavilion, organised by the British Overseas Trade Board, where the products of some 35 British firms were displayed. Exhibits included textile machinery, construction equipment, laboratory equipment, printing machinery and automatic products.

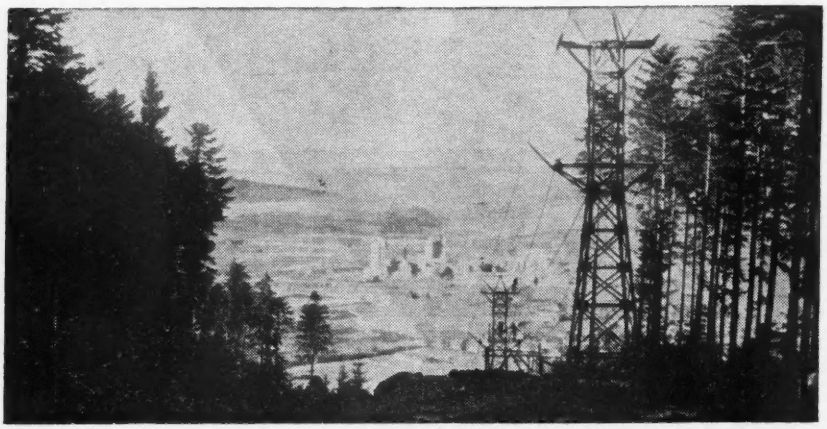
In addition to talks with M. Yaker, Lord Limerick's programme included discussions with the Ministers of Finance, Industry and Energy and Transport in connection with projects in which British industry is interested.

Algeria is one of Britain's most rapidly expanding markets.

Lord Limerick visited Bulgaria, September 6-11, as guest of the Bulgarian Government. During his stay he visited the International Trade Fair at Plovdiv and toured the British Pavilion organised by the BOTB. He also expected to have discussions with Bulgarian Ministers and senior officials about matters of current interest in our trade relations. He was accompanied by Lady Limerick, whose programme reflected her interests in UNICEF, Red Cross and hospital management.

At this year's Plovdiv Fair which was held from September 3 to 10, almost twice as many British firms were participating as in 1972 and 20 companies were represented, occupying an area of 1,800 sq. m. The comprehensive range of British products, mainly industrial goods of advance technological specification, had been selected for Bulgarian needs.

EXPORT BUSINESS



British Ropeway Engineering Co. Ltd. of Sevenoaks, Kent, recently completed an aerial ropeway for Portlandzementwerk, Dotternhausen, West Germany. This bi-cable installation has a capacity of 300 tons of limestone per hour, transporting it from quarries in the hills to the cement factory—a distance of 2,270m with a difference in levels of 303m, giving an average gradient of about 1:7. The plant is in a single section with one driving/brake unit at the upper terminal, and is operated at high speed to reduce the number of loads on the ropeway. Each bucket has a payload of 1,665kg, spaced at 84.5m intervals, and travels downhill at 4.25m/sec.—developing surplus power controlled by the 250kw. drive/brake gear, the electric motor of which acts as a brake. Only one attendant is required at each terminal station.

Taylor Woodrow wins big contract for new Omani harbour facilities

TAYLOR Woodrow International Ltd., has been awarded a contract by the Sultanate of Oman, valued at about £930,000, for the provision of buildings and services required for the new £3 million harbour, recently completed by Taylor Woodrow International at Risut, The facilities, for which the consultants are Gibb, Petermuller & Partners, are due for completion by the end of January 1974.

They consist of a water supply pipeline, reinforced concrete reservoirs, barracks for workers and security forces, accommodation for customs officials, houses for the harbour master and harbour engineer, together with buildings for purposes including police, administration, storage, customs and immigration. Included are roads, water and electrical distribution, and drainage.

In a joint venture with W. J. Towell & Co., Taylor Woodrow International is also carrying out a contract valued at over £340,000 for the design and construction of a three-storey complex of offices, shops and supermarket for W. J. Towell at Muscat, Oman.

The architectural design is by T. W. International architects department, and the structural design by Phillips Consultants Ltd. Completion is due by February 1974.

Under a package deal including design, construction and supply of equipment, Taylor Woodrow International is providing an abattoir at Salalah, for the Sultanate, due for completion by the end of November this year.

The project is designed for a throughput of 25 cattle and 10 sheep per day, with provision for future extensions to increase this by 200 per cent. Facilities for the chilling and storage of carcases for local consumption and shipment to other parts of the Oman and the Arabian Gulf are incorporated. Design is by the architects department of Taylor Woodrow International.

Soviet order for mixers

TORRANCE & Sons Ltd. of Bitton, Glos., has won a contract worth £125,000 to supply 20 mixers to the Soviet Union. Torrance—a member of the Stothert & Pitt Group—specialises in the manufacture of mixing equipment for the paint, chemicals, ink and food industries.

Printed circuit boards for French electronics

EXACTA Circuits Ltd. of Selkirk has begun deliveries of through plated printed circuit boards to Telemecanique, the French electrical and electronic equipment manufacturers.

This export success for Exacta is worth about £60,000. It is supplying boards for machine tool control and data processing equipment made in Telemecanique's manufacturing plants at Paris and Grenoble.

The order was finalised after a recent trip to the Scottish plant by French executives.

Iraq state agency orders second big consignment of construction plant

THE State Contracting and Construction Co. of the Republic of Iraq has awarded a second contract, valued at approximately £300,000, to BSP International Foundations Ltd., a member of The Edward Le Bas Group. The contract is for the supply of two further vibro plants, double acting air hammers, heavy and medium duty pile extractors, drilling tools, rock breaking attachments and a stock of spare parts for five years' operation.

All this equipment will be shipped from the company's Claydon, Ipswich, factory and will be operating in Iraq early in 1974.

This order is a follow-up to the initial £300,000 contract for drilling equipment and ancillary plant announced recently and represents, states BSP, a significant breakthrough in the supply of British foundation and drilling equipment to Iraq.

Polish can combine takes more Metal Box lines

THE Metal Box Co. Ltd. is to supply two more Whitecap closure manufacturing lines to the Opakomet state combine of can and closure manufacturing factories in Poland. Metal Box engineers in Cracow are already working on installing two Whitecap twist-off cap lines supplied recently and production is expected to start in October.

Under a 10 year know-how agreement signed in August last year between Metal Box and the Polish Foreign Trade Enterprise, the Poles ordered the two Whitecap lines now being commissioned, as well as a high-speed can-making line. Altogether, the three projects involve contracts worth nearly £750,000, states Metal Box.

The can-making line is also expected to enter production this autumn at the Opakomet factory at Gdansk, the country's major northern port. To supply the line, Metal Box used resources at four of its factories within the Machinery Building Group in the UK.

The British company has made marketing efforts in Poland for several years and has sold considerable quantities of ready-made packaging and a battery case-making line.

Peter Harris, commercial manager to Metal Box's Machinery Building Group, believes it is well placed to obtain much additional business over the next few years: Poland has extensive exports of canned and bottled soft fruits, jams and vegetables and significant expansion is taking place.

GEC Machines Ltd., Rugby, is supplying to the order of Heavy Electricals (India) Ltd. of Bhopal a number of component parts for four vertical water wheel generators to be installed at the Khodri hydro-electric power station of the Uttar Pradesh State Electricity Board. Photograph shows winding work being carried out on stator sections in the Rugby works.

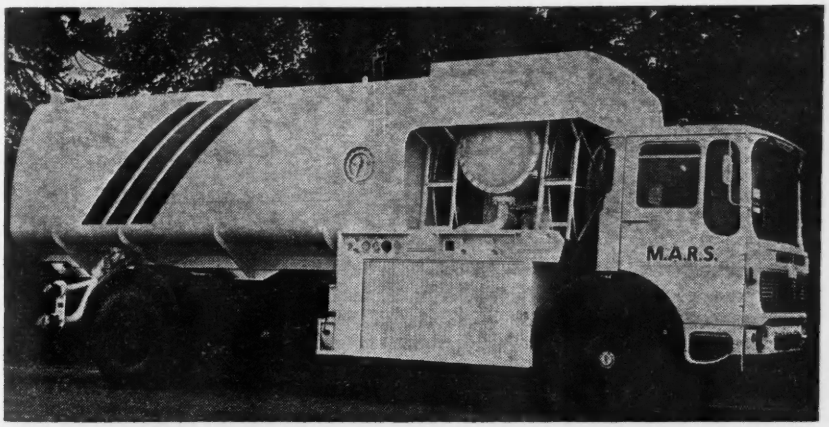
Fertiliser plant for Pakistan

CONTRACT to the value of over £1 million has been awarded to Sim-Chem, a division of Simon-Carves, for the design, engineering and supply of a fertiliser plant at Karachi for Pakistan Fertiliser Company Ltd.

It will be a urea ammonium phosphate plant using an ICI/SAI process and completion is planned for late 1975. The project has the backing of the Pakistan Board of Industrial Management which welcomes the saving in imported fertilisers of the plant's design capacity of 200,000 tonnes a year.

The plant is financed by means of a World Bank loan and this, Sim-Chem says, is the first contract for many years negotiated between Pakistan and a UK company. Simon-Carves is a Simon Engineering company.

A dynamic impact test rig used by Accles & Pollock Ltd. in the development of energy-absorbing steering columns. The device will be shown at this month's Frankfurt Motor Show. At plants at Oldbury and Dudley in Worcestershire, and at Aalten in Holland, the company has already produced nearly 1¼ million energy-absorbing steering columns assemblies for European car manufacturers.



This Somerset Mk 3A aircraft fueller has just been delivered to Italy by Gloster Saro Ltd., Hucclecote, a Hawker Siddeley company. It was ordered by Petrofina SA, Brussels. The fueller was delivered by road to Milan airport for operation by the MARS consortium comprising Chevron, Fina, Gulf and Texaco. The Somerset has a capacity of 4,000 imperial gallons and can fuel aircraft at up to 500 imperial gallons a minute. More than 450 of them have been sold in the UK and overeas.

Standard Telephones secures £3m Greece/Crete marine cable order

ORDER for a £3 million undersea communications cable between Greece and Crete has been placed by the Hellenic Telecommunications Organisation with Standard Telephones and Cables Ltd. The cable is scheduled to be in service by the end of 1975 and will run between Anavissos near Athens on the Greek mainland to Heraklion on the island of Crete.

It will be 184 nautical miles long and have a capacity of 1,380 circuits capable of carrying telephone, telex and cable traffic.

Made in Britain

The system, being supplied by STC's Submarine Systems Division, will be manufactured entirely in the United Kingdom. All the undersea cable will be made at STC's plant at Southampton and the 29 repeaters that amplify telephone conversations will come from STC factories in Greenwich and North Woolwich.

Land-based equipment will be manufactured by other STC factories at Basildon and Newport, Mon., as well as North Woolwich.

The cableship *J. W. MacKay*, owned by Commercial Cable Company, an associate of STC, will lay the system.

Sustained effort leads to £¼m Scandinavian order

THE Neepsend Group of engineering and metallurgical companies has received an order from Scandinavia, worth £250,000, for grinding media. The contract was secured by Hattersley & Ridge Ltd. of Neepsend's general division, which also manufactures agricultural components.

Chairman of Neepsend, S. L. Speight, comments: 'This is a continuation of a build-up we have been making in Scandinavia for two or three years and a direct result of our participation with other Sheffield-based industries in the Gothenburg Trade Fair last year. Since then we have been encouraged to make a concentrated effort in the Scandinavian market.'

This latest order represents a substantial tonnage of grinding media, mainly high carbon steel balls, which can vary in diameter from two inches to five inches, and are used in a variety of pulverising applications in the cement and mining industries.

Headsets for Sweden

REPEAT order for its military communications headgear which features adjustable noise protection facilities has been won by Racal-Amplivox Communications Ltd. from Sweden. The order, worth some £35,000, covers the supply of the Wembley-based company's Sonovalve II radio headsets for use by the Swedish army.

The Sonovalve headset makes use of a patented acoustic technique so that by simply moving a lever the wearer may admit or exclude external sound at will without interfering with the radio communication over the in-built headphones. The design of the headset earshells is such that even in the 'open' position the wearer still receives a valuable measure of protection against the possible injurious effects of explosive sounds.

The Swedish army was the first customer for Sonovalve headgear in December 1971 but subsequently many other overseas military customers have specified the product in both its headset and helmet form.

A fourth International H-90E PAY loader has been delivered to Roadstone Ltd., Dublin, said to be the largest suppliers of aggregates to builders and suppliers in the Irish Republic. The first machine loaded copper concentrate on to a conveyor at 400 tons per hour, and loaded 30-ton trucks with shot rock from the quarry face at 2.75 minutes per truck. Build-up of the four H-90E loaders and other International Harvester Co. of Gt. Britain Ltd. machines has taken place in one year.

Sterling Agreements

HM TREASURY issued the following statement on September 6:

The present Sterling Agreements expire on September 24. These have provided a valuable element of stability in the international monetary scene and Her Majesty's Government considers it to be in the interest of all that this stabilising element be continued for a further period. But there is still uncertainty about developments in international monetary affairs, and it would not be sensible at present to seek to work out substantive arrangements for a long period ahead. Her Majesty's Government has accordingly decided to continue for six months to guarantee certain official sterling reserves.

The Chancellor of the Exchequer has sent a message to this effect to all the signatories of the Sterling Agreements. The guarantee will be given in the form of a Government declaration which is being sent to signatories of Sterling Agreements now in force. Signatories will be covered by the guarantee provided that they throughout the period of the declaration broadly maintain their sterling holdings at present levels.

The guarantee is given at $2.4213 which is the average of the exchange rate at noon on the last three working days. The guarantee will be implemented if the average of daily rates for sterling in terms of US dollars throughout the six months period is below the guarantee rate. Settlement would be in sterling and the amount would be calculated as the sum necessary to restore the value of eligible balances calculated at the average rate to their value calculated at the guarantee rate.

Notes

The Sterling Agreements, originally negotiated in 1968, were explained in the accompanying White Paper 'The Basle Facility and the Sterling Area', Cmnd 3787. The texts of most of the Agreements were set out in Cmnds 3834, 3835, 4176, 4224 and 4415.

The guarantee was implemented in November 1972 when the sterling exchange rate had fallen and remained for 30 consecutive days below $2.3760 (1 per cent below the former $2.40 parity). The implementation arrangements were explained in the Answer given by the Minister of State, Treasury, to Mr. C. Parkinson MP (*Official Report*, November 9, 1972 column 242). Payments totalling £59 million have been made to signatories.

Eligible balances for guarantee under the unilateral declaration will be sterling reserves held on September 24, 1973 (or the last working day of March 1974 if they are then less) subject to a deduction equal to 10 per cent of total official external reserves, as for the present agreements.

A list of the signatories of Sterling Agreements now in force to whom the declaration is being sent is published below. To be covered by the guarantee, signatories have to maintain the minimum sterling proportion as laid down in the present agreements, or, if it is less, an absolute amount derived by applying MSP to total official external reserves at September 24, 1973. Thus, countries with rising reserves will not be obliged to add to their sterling holdings, while countries with falling reserves can use their sterling but no faster than they use other reserve assets.

LIST OF THOSE TO WHOM THE DECLARATION WILL BE SENT

Abu Dhabi
Antigua
Australia
The Bahamas
Bahrain
Bangladesh
Barbados
Belize
Bermuda
Botswana
British Caribbean Currency Board
British Virgin Islands
Brunei
Cayman Islands
Cyprus
Dominica
Dubai
East African Currency Board
East Caribbean Currency Authority
Falkland Islands
Fiji
The Gambia
Ghana
Gibraltar
Gilbert and Ellice Islands
Grenada
Guyana
Hong Kong
Iceland
India
Republic of Ireland
Jamaica
Jordan
Kenya
Kuwait
Lesotho
Malawi
Mauritius
Montserrat
New Zealand
Nigeria
Pitcairn Islands
Qatar
Saint Helena
Saint Lucia
Saint Kitts-Nevis-Anguilla
Saint Vincent
Seychelles
Sierra Leone
Singapore
Solomon Islands
Sri Lanka
Tanzania
Tonga
Trinidad and Tobago
Tristan da Cuna
Turks and Caicos Islands
West African Currency Board
Western Samoa
Zambia

Mr. Peter Walker for GATT meeting

MR. Peter Walker, Secretary of State for Trade and Industry, is representing the UK at the Ministerial Meeting of GATT (General Agreement on Tariffs and Trade) which is being held in Tokyo from September 12 to 14.

The meeting is the start of the next round of GATT world trade negotiations which will last until 1975.

Mr. Walker will also have talks with Japanese Ministers and Japanese and British businessmen in Tokyo.

Hints to business men booklets

REVISED editions of booklets on Iceland, Malta, Sri Lanka and Sudan have been published in the 'Hints to business men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, (Tel: 01-248 5757, ext. 7146), or to any Regional Office of the Department of Trade and Industry.

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Imports of bananas from the Dollar Area

THE basic quota for imports of fresh bananas from the Dollar Area during the 12 months from October 1, 1973 to September 30, 1974 is 4,000 tons.

Applications from importers for allocations from the 4,000 tons available for importation under the quota must be accompanied by a statement, in the form shown below, of imports of fresh bananas from the Dollar Area in the period October 1, 1972 to September 30, 1973. Applicants who qualify will be informed of the amount of the allocation that will be reserved for them.

No guarantee can be given that it will be possible to meet requirements in full or that importers can be granted the same allocation as they have received previously. Applicants are advised not to enter into firm commitments before they have received notification of their allocation from the Department of Trade and Industry.

Import licences will be issued to importers against their allocations on production of evidence of a firm contract with the overseas supplier for the amount of the licence. Any balance of allocations which are not taken up before March 1, 1974 will be available for reallocation and may be allocated to other applicants.

Applications on form ILB/A accompanied by the statement of imports referred to above should be sent to reach the Department of Trade and Industry, Import Licensing Branch, not later than September 28, 1973. Page 1 of the form should be completed; on page 2 only the amount applied for, in tons, need be stated; on page 3 and copy, the applicant's name and address, description of goods (fresh bananas) and tariff heading ex 08.01 should be entered.

The Open General Import Licence defines the Dollar Area as Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Notice to Importers 1359 for imports of plantains from the Dollar Area still applies.

Applications for import licences for dried bananas from the Dollar Area should be made to Import Licensing Branch as hitherto.

Form of statement

'I/We declare that the quantities of fresh bananas originating in Dollar Area countries, whether or not consigned direct from the country of origin, which were cleared through United Kingdom Customs by me/us acting on my/our/own behalf or by a clearing agent on my/our behalf were as stated below:
October 1, 1972-September 30, 1973
(tons)

Signed.....
Date..... Status .....
(owner, partner, company director or secretary)

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 27.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.31	4-Chlorophenyl di-iodomethyl sulphone	p-Chlorophenyl diiodomethyl sulphone	December 31, 1973	14724
	Di-iodomethyl p-tolyl sulphone	Diiodomethyl-p-tolyl sulphone	December 31, 1973	14725
29.44	Clindamycin 2'-(dihydrogen phosphate)	Clindamycin phosphate	December 31, 1973	14580
39.02	Polymerisation and copolymerisation products of ethylene, of natural colour, in the forms covered by Note 3(b) to Chapter 39, and having a density of not less than 0.940 gramme per cubic centimetre when determined by Method B2 of British Standard 3412: 1966	High density polyethylene	December 31, 1973	14647

Equatorial Guinea: Changes in names of places and currency

THE Third Congress of the Partido Nacional de Trabajadores de Guinea Ecuatorial which was held in Bata from July 9 to 13 decided to give a number of local place names a more 'authentic' flavour. Some of the old and new versions are as follows:

Old	New
Fernando Poo	Macias Nguema
Annobon	Pigalu
Santa Isabel	Malabo
San Carlos	Luba
San Fernando	Ela Nguema
Concepcion	Ri-Aba
Punta Fernando	Punta de l'Unidad Africana
Rio Benito (ie the river, not the town)	Mbin

The Equatorial Guinean peseta has been redesignated the Ekpwele.

CRE 5334/3338

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TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Irish Republic

BEER, SPIRITS AND TOBACCO—REVISED DUTIES: The Revenue Commissioners of the Irish Republic have revised the customs and excise duties on beer, spirits and tobacco from September 3, 1973. Details are given in SI No. 249 of 1973 which can be obtained from the Government Publications Sale Office, GPO Arcade. Dublin 1, price 4p. **EDB ext. 466/467/288**

France

SANITARY REGULATIONS FOR PETFOODS: A notice in the French *Journal Officiel* of August 22 states that derogations to the sanitary import regulations of April 8, 1964, imposed on various animal products, may now be granted for products of animal origin (ruminants and pigs) unfit for human consumption destined for the preparation of petfoods.

A declaration must be filled in at customs clearance that the goods will be used for this purpose within ten days. Full details may be obtained from the Direction des services veterinaires, Ministere de l'Agriculture et du Développement Rural 2e bureau, 5 rue Ernest Renan, 92130 Issy-les-Moulineaux, France.

Copies of the French text of the notice can be sent on request or seen at Export House. **EDB ext. 423/408/288**

Belgium

PRICE CONTROL REGULATIONS: The *Moniteur Belge* of July 24, 1973 published a decree dated July 20, 1973, amending the decree of March 1, 1973 concerning temporary changes to the price increase regulations. The period of notice for price rises, which should have returned to two months from August 1, will now remain at three months for all price rises announced from July 1, reducing to two months for those announced from January 1, 1974. Copies of the decree (in French) are available.

EDB ext. 288/466/467

Switzerland

IMPORT DUTIES ON SOFT CHEESES: Swiss Recueil No. 27 published an Order temporarily increasing the import duties on soft cheeses (BN 04.04), other than the following: Danablu, Gorgonzola, Roquefort, Brie, Camembert, Crescenza, Italico, Mascarpone, Mozzarella, Pont-l'Eveque, Reblochon, Ricotta Romana, Robliola, Stracchino. The new duty which took effect on July 20, 1973 will be SF 90 per 100 kg gross until further notice. **EDB ext. 460/461**

Spain

HOME COMPENSATION TAX—CEMENT: Notice was given in *Trade and Industry*, August 6, 1973 (page 445) of a duty-free import quota of one million tons cement under sub-heading 25.23.D. Other, if imported before October 25, 1973. The Spanish *State Gazette* of September 5, 1973 announced a reduction in home compensation tax to 1.5 per cent valid until October 27, 1973.

The same *State Gazette* announced modifications to Home Compensation Tax levied on ash and residues containing lead, as follows:

Tariff no.	Description	Home Compensation Tax Levy
26.03.A.1	Ash and residues containing 30 per cent of lead or over	10%
2	Ash and residues containing less than 30 per cent of lead	5%

EDB ext. 462/471/472/473

Austria

IMPORT DUTIES: With effect from August 6, 1973 Austria has re-imposed duties on certain spirits of United Kingdom origin falling within BN 22.09. A table showing the rates of duty now charged on BN 22.09 may be obtained from Department of Trade and Industry, OTAR Section, Export Data Branch,

EDB ext. 460/461

Iran

VISAS: The United Kingdom and Iran have concluded a reciprocal visa abolition agreement, which comes into force on October 1, 1973.

British subjects holding valid United Kingdom passports will be able to visit Iran without first obtaining a visa, and leave without being required to obtain an exit permit. **CRE ext. 3508**

Israel

OVERSEAS STOCKS REGULATIONS—IMPORTS ON CONSIGNMENT: Information has been received from Israel that the conditions for imports on consignment have been slightly relaxed by the Israeli Ministry of Finance. While imports on consignment are not normally permitted, application to import on this basis could be approved for goods to a value of $250,000 or more, but this sum has now been reduced to $100,000. The basic regulations concerning imports on consignment have not been altered but each application is considered on its own merits **EDB ext. 420/475**

Syrian Arab Republic

FREE ZONES: Information has been received from Syria concerning new regulations completed by the General Authority for Free Zones. The Authority supervises the administration and exploitation of free zones and markets in Syria. The present free zones administered by the General Authority are:

Damascus, Adra, Damascus International Airport, Aleppo, Latakia and Tartous.

An unofficial translation of the more important articles contained in the Regulations is available on request. **EDB ext. 420/475**

Saudi Arabia

'BANDROLL' REGULATIONS: Royal decree No. M8 of April 23, 1973 did not (as incorrectly stated in *Trade and Industry* of June 21) cancel the 'Bandroll' regulations but merely changed the way in which this stamp duty was assessed. The new rates are 800 halalas per kilo of cigars, 500 halalas per thousand cigarettes and 5.5 riyals per kilo of pipe tobacco. **EDB ext. 420/475**

NEW CUSTOMS TARIFF: Further to the notice in *Trade and Industry* of June 21, 1973, a copy of the new Customs tariff has now been received. Inquiries should specify the items in which they are interested. **EDB ext. 420/475**

Morocco

AMENDMENT TO CUSTOMS TARIFF: It was announced in the Official Bulletin of July 4, 1973 that with effect from July 9, 1973 Brussels number 39.07 subheading E should read as follows:

Number	Description	Import duty
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06	
	E Of other materials	
	1. Spools for the rolling of films	25
	2. Polyester chessmen	25
	3. Other	47.5

EDB ext. 420/475

AMENDMENT TO CUSTOMS TARIFF: PREPARED YOGHURTS AND POWDERED MILK: It was announced in the Official Bulletin of August 8, 1973 that with effect from August 13, 1973 Brussels number 21.07 subheading D should read as follows:

Number	Description	Import duty
21.07	Food preparations not elsewhere specified or included:	
	D Prepared yoghurts, powdered milk for the feeding of infants or for dietetic or culinary use:	
	1. Prepared yoghurts	80
	2. Prepared powdered milk:	
	a. For the feeding of infants:	
	1. In immediate packagings of a net content of less than or equal to 2 kgs	15
	2. Other	80
	b. For dietetic use	80
	c. For culinary use	80

EDB ext. 420/475

Madagascar

IMPORTATION OF CHEMICALS: Ordinance No. 73.042 announced that as from August 18 the importation into Madagascar of chemicals for the manufacture of pharmaceuticals will bear a 25 per cent import tax only subject to an 'attestation de destination' certified by the Ministere des Affaires Sociales (Direction des Pharmacies et Laboratories) and by the Ministere de l'Economie et des Finances (Direction des Imports). **EDB ext. 472**

Gabon

STATE PARTICIPATION: Ordinance 41/72 of June 10, 1972 announced that, as from that date, 10 per cent of the shares of any new company being established in Gabon must be ceded to the Gabonese State. Existing firms would be subject to these provisions after negotiation with the Government.

Decree No. 00958/PR of August 15, 1972 contains details of how the above Ordinance will be applied.

Copies of both the Decree and Ordinance are now available. **CRE ext. 5334/3338**

South Africa

CUSTOMS TARIFF CHANGES: The following amendments were published in the South African *Government Gazette* of August 24:

R 1484 BN 04.03: The Afrikaans text is corrected by the substitution of the word 'ghee' for the word 'botterolie'.

R 1485 BN 28.21: The duty on chromium trioxide (chromic acid) is decreased from 15 per cent or 5,000c per 100kg less 85 per cent of the fob price to free.

R 1486 BN 60.03 and 60.04: The provision for panty hose is transferred from subheading No. 60.03.10 to subheading No. 60.04.05 at the following rates of duty: 50 per cent or 10 per cent plus 1,330c per 100 pairs (General) and 25 per cent or 5 per cent plus 1,000c per 100 pairs (M.F.N.).

R.1487 BN 84.48: Specific provision is made for punch-press die sets and parts thereof and the duty thereon is increased from free to 20 per cent.

R.1509 BN 90.24 and 90.29

1. The duty on certain pressure or vacuum gauges, and certain parts thereof, is increased from free to 25 per cent.
2. Goods which comply with the requirements of item 460.22 may be allowed rebate of duty under that item.

R.1535 The sales duty on certain goods, particularly household goods and the few less essential foodstuffs, has been reduced.

Rebates of duty

R.1488 BN 29.04, 85.09 and 85.19:

1. The provisions for a rebate of duty on isopropyl alcohol and isobutyl alcohol for the manufacture of textile auxiliaries is withdrawn.
2. The provision for a rebate of duty on parts for the manufacture of horns, is confined to diaphragms and contact breakers.

General rebates

R.1489 BN 60.03 and 60.04: As panty hose is now classified under tariff heading No. 60.04 the rebate provision therefore is amended accordingly.

R.1490 BN 28.40: Provision is made for a rebate of the full duty on calcium hydrogen orthophosphate in such quantities and at such times as the Secretary for Industries may allow by specific permit. **EDB ext. 471/472/473/462**

Thailand

DANGEROUS DRUGS: The Thai Ministry of Public Health has announced that all products containing more than 0.75 per cent of hexachlorophene will in future be listed as dangerous drugs. **EDB ext. 401/468/469**

CUSTOMS TARIFF CHANGES: Further to a notice published in *Trade and Industry* on April 19, the Thai Ministry of Finance has announced further reductions in the import duty rates of goods under Customs tariff numbers 73.03, 73.06, 73.07, 73.10.

Details of the amendments are available. **EDB ext. 401/468/469**

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Malaysia

CUSTOMS DUTIES: The Malaysian *Government Gazette* has published the Customs Duties (amendment) (No. 6) Order 1973, which amends the first schedule to the Customs Duties Order 1968 to read as follows:

Heading no.	Description	Unit of quantity	Federation common tariff
73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms:		
100	Spiegeleisen	Ton	$50
900	Other	Ton	Nil

EDB ext. 469/401/468

South Korea

IMPORT RESTRICTIONS: The South Korean Ministry of Commerce and Industry has announced the removal of restrictions on the import of 10 steel items and stearic acid (beef tallow and vegetable oils) with effect from July 16, 1973. The following BN numbers are effected:

15.10	73.11	73.13	73.14	73.15	73.17	73.18	73.20	73.26	73.27	73.40

EDB ext 420/475

Australia

RESULT OF DUMPING TARIFF BOARD INQUIRY ON NITROCELLULOSE: A notice was published in *Trade and Industry*, August 17, 1972, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on nitrocellulose (tariff item 39.03.140). The inquiry has been completed and as a result, dumping of Cellulose nitrate (nitrocellulose) for use otherwise than as or in the manufacture of explosives has been confirmed and dumping duties imposed retrospectively from July 20, 1972. Ref. CRE 2142/72.

CRE ext. 5318/5319

BY-LAW TARIFF BOARD INQUIRY ON GALVANISED STEEL CORE: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether galvanised steel core 72 inches wide, for the manufacture of air conditioning ducting, (tariff item 73.13.300) should be prescribed or specified for item 19 by-law.

Current tariff details of the goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch (EDB ext. 401/468/469).

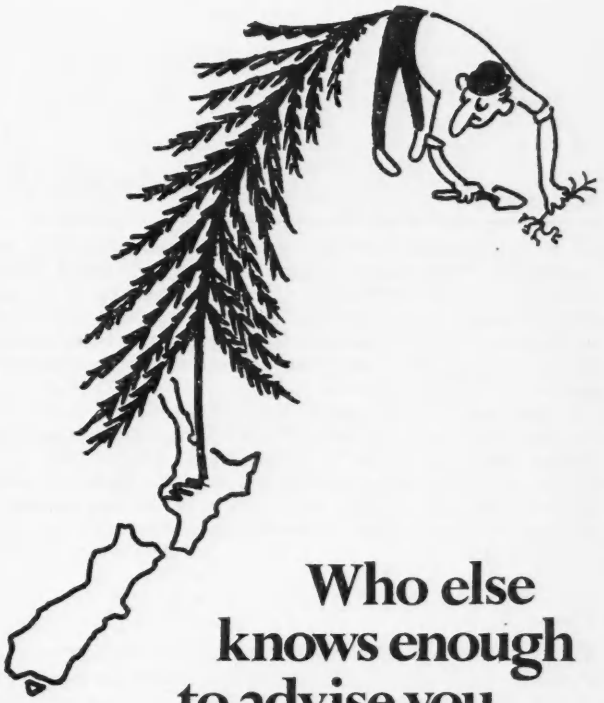
UK trade associations or firms intending to submit evidence to the Tariff Board should so advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by Air Mail. Interested parties should indicate (the goods with which they are concerned and) whether, in their evidence at the public hearing (s), they will be seeking the continuation of the current rate of duty or a change in this rate.

Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London S.W.1. (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1094/73.

CRE ext. 5318/5319

TARIFF BOARD INQUIRY—SCHEDULE A TO NAFTA: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether, having regard to the objectives and other provisions of the New Zealand/ Australian Free Trade Agreement, the inclusion in Schedule A of

(continued on next page)



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AUSTRALIA
continued

that Agreement of the following goods would be seriously detrimental to Australian industry:

1. Various items of wood—	
(a) Wood cut to size for making boxes	(T.I. 44.13.200)
(b) Wooden beadings and mouldings including moulded skirting and other moulded boards	(T.I. 44.19)
(c) Builders carpentry and joinery including prefabricated and sectional buildings	(T.I. 44.23.100)
(d) Wooden tools, tool bodies, tool handles, broom and brush bodies and handles; boot and shoe lasts and trees.	(T.I. 44.25)
(e) Travel goods, tool cases etc., Other	(T.I. 44.28.900)
2. Steam and other vapour generating boilers	(T.I. 84.01)
3. Cast iron V pulleys	(T.I. 84.63.990)
4. Communication transceivers in the range of frequencies (a) 525kHz to 10MHz and (b) 10MHz to 25-6MHz	(T.I. 85.15.400)

Current tariff details of the goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch, (EDB ext. 401/468/469).

UK trade associations or firms intending to submit evidence to the Tariff Board should so advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by Air Mail. Interested parties should indicate (the goods with which they are concerned and) whether, in their evidence at the public hearing (s), they will be seeking the continuation of the current rate(s) of duty or a change in these rates.

Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1093/73. **CRE ext. 5318/5319**

Canada

WOVEN FABRICS OF NYLON OR FILAMENT RAYON: The Canadian Textile and Clothing Board is to conduct an inquiry on the effects of present and potential imports of fabrics of nylon and of filament rayon (excluding tyre cord fabrics and belting fabrics) on Canadian production and employment. Interested parties are invited to submit briefs to the Board not later than October 15, 1973. Copies of the text of the announcement are available from Commercial Relations and Exports Division.

CRE ext. 5698/5629

Brazil

TARIFF AMENDMENTS: Recent amendments to the Brazilian Customs Tariff affect the import duty or other tariff provisions applying to goods falling under the following tariff headings:

07.05; 08.11; 15.02; 15.07; 26.01; 27.07; 28.25; 28.30; 29.04; 29.16; 29.22; 29.26; 29.44; 30.02; 32.07; 38.19; 39.01; 39.02; 39.03; 41.01; 41.02; 48.04; 51.01; 53.01; 53.05; 54.01; 55.01; 57.07; 64.05; 71.02; 71.04; 73.08; 73.10; 73.11; 73.12; 73.13; 73.14; 73.15; 73.18; 78.01; 81.04; 82.02; 82.03; 82.05; 82.11; 84.11; 84.40; 84.51; 85.19; 97.01; 97.03.

EDB ext. 474/476/7312

CRE Commercial Relations and Exports Divisions, DTI
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division, DTI
Tel. 01-248 5757 (extension at end of each notice)

FOREIGN LOANS: Resolution 265 of the National Monetary Council dated August 21, 1973 reimposed at the level of 40 per cent the cruzeiro deposit on external borrowing originally instituted by Resolution 236 of October 19, 1972 (see *Trade and Industry* of November 9, 1972). **CRE ext. 2293**

Peru

PROHIBITIONS: Directoral Resolutions 1357-IC-DGI and 1227-IC-DGI add some more goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity.

Part of or all of the following goods are affected:

Resolution 1357-IC-DGI

29.15 38.19 39.02 73.29 73.32 83.02 82.05 84.11
84.12 84.17 84.59 87.06

Resolution 1227-IC-DGI

32.05 32.07 39.07 42.01 42.02 44.05 65.06 73.40
84.18 84.53 87.05

EDB ext. 474/476/7312

Venezuela

DUTY ON DRIED MILK REDUCED: Resolution 849 of the Venezuelan Ministry of Finance reduces the duty on the following item in the Venezuelan tariff:

Tariff no.	Description	Duty *ad val* cif
04.02.89.02	Whole dried milk with a minimum of 26% fat in the dry state	0.01%

An import licence for this product is required from the Ministry of Development. **EDB ext. 474/476/7312**

Jamaica

IMPORTATION OF FOOTWEAR: There has been a slight easing of the import ban on footwear to which the Jamaican authorities notice No. 2855 of May 11, 1973, referred.

The Jamaican authorities announced in notice No. 2866 of August 16, 1973 that persons who held footwear import entitlements for less than 2,000 pairs at the time of the imposition of the footwear import ban shall be allowed to import against such entitlements.

EDB ext. 7312/474/476

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Association Agreements between the EEC and Morocco and Tunisia

Enlargement Protocols to the Association Agreements between the EEC and Morocco and Tunisia, laying down the terms under which these Agreements apply to the new Member States, will come into force on October 1, 1973. This article sets out the basic provisions of the Agreements and Protocols and the practical implications for exporters to and importers from Morocco and Tunisia. Advice for traders requiring more detailed information is given at the end.

Agreements between Morocco and Tunisia and the EEC (the Six)

THE existing Agreements entered into force on September 1, 1969 and have a duration of five years. The kind of Agreements that are likely to succeed them were discussed in the article on EEC agreements with Mediterranean countries in *European Communities Commentary* No. 3 of August 1973. The current Agreements cover trade only and are very similar to each other in content. The main provisions concerning imports into the EEC (the Six) from Morocco and Tunisia are:

duty-free entry for all industrial products except cork (on which no concessions are given) and petroleum products (which enter duty-free up to a ceiling of 100,000 tonnes, above which the EEC may reimpose duties);

tariff concessions on a number of agricultural products;

the elimination of quantitative restrictions.

As regards imports into Morocco and Tunisia from the EEC (the Six), the Agreements provide for quota and tariff concessions on a wide range of products. In the case of Tunisia duty reductions are of the order of 20-30 per cent. Morocco, however, has since 1969 extended the tariff concessions to all countries; **there are thus no tariff preferences on EEC exports to Morocco.**

Only goods which meet the requirements of the rules of origin and consignment contained in these agreements qualify for preferential treatment. The Agreements also contain provisions concerning non-discrimination, safeguard measures, dumping, etc, similar in kind to those of other Mediterranean Agreements. Each Agreement established a Council of Association, consisting of representatives of the Member States and of Morocco and Tunisia, to supervise the implementation and administration of the Agreements.

Enlargement Protocols to the Agreements

The enlargement Protocols, which will govern the conditions under which the Agreements will apply to the UK, Ireland and Denmark, have the following main features in respect of the UK:

the tariff provisions of the Agreements will be phased in by the UK as far and as fast as can be done without treating Morocco and Tunisia more favourably than the UK treats the Six, ie the first move by the UK on October 1 will in general be a 20 per cent reduction of the UK full rate, whilst a further reduction of 20 per cent will be made on January 1;

the UK will eliminate all quantitative restrictions on imports except those on certain textile items, listed in the Protocol, on which the UK will maintain a quota of 100 tonnes in 1973 and 125 tonnes in 1974;

the ceiling level for petroleum products will be raised to 150,000 tonnes;

Tunisia and Morocco will enlarge the preferential quotas for EEC exporters by an amount reflecting exports in recent years by the new Member States;

Tunisia will **eliminate the difference** between the duties charged on imports from the Six and duties charged on imports from the new Member States according to the same timetable as that applying in respect of the elimination of duties between the old and the new Member States, ie by five moves of 20 per cent, the first to be made on October 1, the second on January 1, 1974.

Origin rules

Each Agreement has its own origin Protocol, with rules similar to those in the Agreements with the EFTA countries and in other Mediterranean Agreements. These rules must be satisfied if preferential rates of duty are claimed. It should be noted, however, that since Morocco applies the Agreement rates to all goods exported to her regardless of origin, the Agreement origin rules only apply to imports into the UK from Morocco.

Under the rules laid down in the Agreements, goods acquire origin if they are 'wholly produced' or have been 'sufficiently transformed'. 'Sufficiently transformed' means processing of non-originating materials or parts sufficient to transfer them to a four figure tariff heading other than the one in which they fell when imported. For some goods (set out in List A of the origin Protocols) a change of tariff heading is not sufficient to confer origin; in other cases (set out in List B) processing which does not involve a change of tariff heading is sufficient to confer origin. The Agreement rules do not cover certain petroleum products (set out in List C). Arrangements for these products have been put to the Moroccan and Tunisian authorities.

Documentation

The origin and consignment conditions of entitlement to preferential treatment under these Agreements are described in Notices 815 (Morocco) and 817 (Tunisia), which may be obtained from any Customs House or Office of a Collector of Customs and

Common Market Law of Competition

by CHRISTOPHER BELLAMY, M.A.(OXON.) *at the Middle Temple and Gray's Inn, and of the South Eastern Circuit, Barrister*
and GRAHAM CHILD, M.A.(OXON.) *Solicitor of the Supreme Court*

Consultant Editor:
JEREMY LEVER, M.A.(OXON). *One of Her Majesty's Counsel, Fellow of All Souls College, Oxford*

The book sets out, first, to explain and analyse the relevant rules in a way familiar to readers of British textbooks. The application of the rules is then illustrated by reference to specific decisions, the implications of which are discussed. Points of doubt and difficulty are indicated. The book is fully referenced and indexed, and provides not only a ready guide to the body of the relevant law but also to the sources from which that law is derived. The relevant Treaty provisions, regulations, draft regulations and announcements of the Commission are included in extensive Appendices.
Lawyers in commerce and industry, businessmen and industrialists, civil servants, economists and students will all find this book of incalculable value.
1973

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ASSOCIATION AGREEMENTS
continued

Excise in the United Kingdom, or from the Secretary, HM Customs and Excise, Room 357, King's Beam House, Mark Lane, London EC3R 7HE. Notice 815 also deals with the documentation, ie movement certificate AMA1 and postal form AMA2, which will be needed to establish entitlement to preferential treatment for imported Moroccan goods. No EEC movement certificate is required for exports but the Moroccan authorities may require documentation, eg to prove origin, and details should be ascertained from the Moroccan importers. Notice 817 deals with the documentation, ie movement certificate ATN1 and postal form ATN2, which will constitute the evidence of entitlement to preferential treatment for both imported Tunisian goods and UK goods exported to Tunisia.

Traders should note that there is provision for the retrospective issue of movement certificates for goods which satisfy the origin and consignment conditions and which, having been exported prior to the operative date of the Agreements, are either en route to, or in a bonded warehouse or have otherwise not been entered for home consumption in the importing country on that date, ie October 1, 1973. Goods in this category are eligible for preferential treatment if the movement certificates are presented to the importing Customs together with any necessary consignment evidence, before February 1, 1974. The procedure for the retrospective issue of movement certificates for United Kingdom exports to Tunisia is described in Notice 817.

Inquiries

Inquiries arising from this article should be addressed to:

DEPARTMENT OF TRADE AND INDUSTRY

1. Commercial Relations and Exports Division 4,
   1 Victoria Street,
   London SW1 0ET. Tel: 01-222 7877, ext. 5225/5358 (general inquiries)
2. Overseas Tariffs and Regulations Section,
   Export Data Branch,
   Export House,
   50 Ludgate Hill,
   London EC4M 7HU. Tel: 01-248 5757, ext. 420/475/7100 (Import duties, taxes, etc, on exports to Morocco and Tunisia). Ext. 408/482/7174 (Import duties, taxes, etc, on imports from Morocco and Tunisia into EEC other than UK).
3. Tariff Division,
   Kingsgate House,
   66-74 Victoria Street,
   London SW1E 6SJ. Tel: 01-222 7877, ext. 5544/5488 (Imports into UK from Morocco and Tunisia). Ext. 5713 (origin rules).

HM CUSTOMS AND EXCISE

King's Beam House,
39-41 Mark Lane,
London EC3R 7HE. Tel: 01-626 1515, ext. 2165
(Customs documentation and procedure).

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Trade and Industry dated September 6, 1973 (page 491) contained a notice about an invitation to tender for the operation of a travel office at the headquarters of the Commission of the EEC in Brussels. The *Official Journal* C69, August 28, 1973 contains a notice amending the closing date for lodging tenders from September 15 to September 22, 1973.

'Britain and the EEC' and 'Preparing for Europe'

Two series of articles of importance to all businessmen, reprinted from 'Trade and Industry'.

'Britain and the EEC' is a continuing series and further articles have appeared in 'Trade and Industry' since the collected edition was published in revised form in September 1972. These are:

Company law provisions of the European Communities Act.

Europe for small firms: the first impact.

Anti-dumping and the EEC.

Fair competition in the EEC: notification of restrictive agreements.

The articles in 'Preparing for Europe' show how British firms in a cross-section of industries have geared themselves for the enlarged European Community.

Copies of 'Britain and the EEC', 'Preparing for Europe' and individual articles can be obtained free of charge from: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Cereals. Regulation (EEC) 2312/73 amending Regulation (EEC) 2637/70 as regards the security relating to import and export licences for cereals. (*Official Journal* L237, August 25, 1973)

Decision 73/259/EEC laying down safeguard measures applicable to durum wheat flour, groats and meal exported from Italy. (*Official Journal* L243, August 31, 1973)

Wines. Regulation (EEC) 2236/73 prescribing certain rules for the tests to be carried out on wines which *prima facie* satisfy the requirements for designation as 'quality wines produced in specified regions'. (*Official Journal* L229, August 17, 1973)

Regulation (EEC) 2340/73 amending Regulation (EEC) 1769/72 drawing up accompanying documents and determining the obligations of wine producers and traders other than retailers. (*Official Journal* L242, August 30, 1973)

Cattle, beef and veal. Corrigendum to Regulation (EEC) 1353/73 introducing a premium system for the conversion of dairy herds to meat production and a development premium for the specialised raising of cattle for meat production. (*Official Journal* L237, August 25, 1973)

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulation reimposing the Common Customs Tariff Duties on certain of these products have been published in the *Official Journal of the European Communities*:

CCT no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (EEC) 2310/73				
44.27	Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins, and similar receptacles, of wood; articles of wood for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles, of wood	Philippines	August 28, 1973	2762/72

(*Official Journal* L237, August 25, 1973)

DTI statement on Tracked Hovercraft Report

THE Third Report of the Select Committee on Science and Technology, on Tracked Hovercraft Ltd., published on September 6, contains a number of criticisms of Government decisions, including the method of their announcement.

The Government normally withholds comment on Reports of Select Committees until it has considered their recommendations in depth. At one point, however, this Report describes a Minister's Parliamentary Answer as 'untrue'; and this accusation must be rebutted at once.

The Government decided on January 29, 1973 that, following the NRDC's decision not to continue financing Tracked Hovercraft Ltd., there was no justification for the Government to maintain the company in being; but that it would continue the negotiations with Hawker Siddeley and British Rail to see what financial arrangements, including Government support, could be concluded for the further development of parts of the project. The Government offered additional financial support for aspects of the project, and indeed these offers are still extant. How much of this work should continue, and in what way, remained unresolved for some time thereafter. Hence, when the Minister for Aerospace and Shipping said in a Parliamentary Answer on February 12 that 'the question of the Government's providing financial assistance for the continuation of this project is still under consideration', this was precisely the position. It remained the position on February 14, when the Minister, in evidence to the Select Committee, explained that a number of loose ends remained to be tied up (Q 50 of the Minister's evidence). There is therefore no foundation at all for the claim that Mr. Heseltine's answer on February 12 misled the House.

The Government will make a considered reply to the substance of the Report in due course.

Price Commission decisions

THE Price Commission have considered the following applications from Category I companies to increase their prices. They have allowed the increases below on the grounds of higher allowable costs—mainly of labour and raw materials:

Castrol lubricants: An average of 4.11 pence per gallon, in the prices of most Castrol automotive and industrial lubricants and speciality products. As an example, the wholesale price of Castrol GTX motor oil will be increased by 3p per gallon from bulk. A pint can will cost the retailer 1½p more. Most Castrol industrial lubricants will go up by between 3p and 4p per gallon, although certain highly specialised products will increase by varying amounts up to 20p.

The increase is due mainly to increased costs of raw materials, freight and packaging and comes into effect from September 4.

CAV Ltd. (a subsidiary of Joseph Lucas (Industries) Ltd): An average of 5.3 per cent on fuel injection and electrical equipment sold as replacement spares, due to the higher costs of raw materials, principally copper and steel, and to increased labour costs. Actual increases on individual products will vary between nil and 10 per cent. Some items will be reduced in price.

Reed Paper & Board (UK) Ltd. (a subsidiary of Reed International Ltd): £3.75 per tonne (4.28 per cent) for standard newsprint and £4.05 per tonne (4.14 per cent) for lightweight newsprint. This is accounted for entirely by the increased cost of imported pulp, and is effective from October 1.

Barker & Allen (Delta Metal Group): 4.1 per cent in the conversion charge on phosphor bronze and nickel silver alloys, justified by higher labour and other allowable costs.

Reckitt & Colman (Industrial Division): An average of 4.1 per cent on emulsion polishes due to increased costs of raw materials, particularly waxes and shellacs.

Thorburn Bain & Company Ltd. (a subsidiary of Reed International Ltd): 5 per cent in the price of commercial envelopes, due mainly to increased costs of labour and paper. This is less than the full amount which might have been justified by reference to allowable costs, but the Commission considered that with a larger increase the company would be likely to exceed its profit margin reference level.

The Commission announced on September 6 that applications for price increases from the following companies have been considered. The increases take effect at once or within the next few days except where a later date is given.

Cakes, buns and catering products including take-away meals manufactured by Allied Bakeries Ltd.: increases averaging 3.8 per cent over the range of products. They are due to higher costs of flour, sugar, fats and other materials.

Biscuits manufactured by Associated Biscuits Ltd.: increases averaging 5.4 per cent. **Burtons Gold Medal Biscuits Ltd.:** increases averaging 7.4 per cent. These increases are due to higher costs of flour, sugar, fats and chocolate.

Sugar confectionery manufactured by Nuttall Riley Ltd.: increases averaging 10.6 per cent. They are due mainly to higher costs of sugar and fats, and are effective from October 15.

'Morton' brand canned garden peas and 'Bemax' products manufactured by Beechams Foods: increases averaging respectively 4.4 per cent (effective September 24) and 6.7 per cent. They are due to higher costs of the raw materials (peas and wheat germ), packaging and labour.

Products manufactured by the Nestle Co. Ltd. (Crosse & Blackwell Division): increases averaging 4.4 per cent for **preserves**, 7.3 per cent for **canned pasta products**, and 7.9 per cent for **snack meals**. These are due to higher costs of materials, mainly sugar, meats and imported fruit and vegetable products, and of labour.

Spillers Foods Ltd.: increases averaging 10.5 per cent on their 'Tyne Brand' range of **canned meat products**. These are due to higher costs of raw materials, mainly meat and are effective from September 17.

Dog biscuits and dog meals manufactured by Spillers Foods Ltd.: increases averaging 10.9 per cent over the range of products, due mainly to higher costs of wheat and soya products.

Animal feedingstuffs manufactured by RHM Agriculture Ltd.: increases averaging £4.27 per ton, due to the higher costs of imported and home produced materials.

Trust Houses Forte Ltd.: increases averaging 4 per cent in the accommodation and catering operations within their Hotels Division. The increases, which are lower than those applied for, are due to increased food, labour and other operating costs. The increased charges for catering will be introduced progressively during September, and those for accommodation on October 26.

The Price Commission also announced on September 6 that 16 applications for price increases on non-food products from Category I companies have been considered. Of these, two were rejected and four were withdrawn or have lapsed. Of those allowed, three were on consumer goods and the rest on industrial and commercial products.

It has always been the Commission's practice to announce approvals and rejections of applications for price increases. But the effectiveness of the Commission's control should be measured not simply by approvals, qualified approvals and rejections but also by the withdrawal (or lapsing) of many claims after scrutiny by the Commission because they do not comply with the Code or for other reasons. The importance of this point is borne out by the fact that out of a total of 776 applications dealt with up to August 24, only

(continued on next page)

PRICE COMMISSION DECISIONS
continued

one-third were approved in full, as many were rejected, withdrawn or lapsed and almost a third approved in part only.

Future press releases on Commission decisions will therefore list applications which were not proceeded with, being either withdrawn or having lapsed as well as those rejected, approved or modified. Some of these withdrawn applications may be resubmitted. Nevertheless, the fact that a price increase has been delayed if not prevented is significant in terms of the Government's counter-inflation policy.

The Price Commission have rejected the following:

Baric Computing Services Ltd. (ICL). An application to increase the price of their data-processing services by 3.26 per cent. The company had failed to supply profit reference level details.

Times Newspapers Ltd. An application to increase the price of the *Sunday Times* and the colour supplement by 4.93 per cent and to increase the price of *The Times* by 5.33 per cent. This was rejected for failure to submit the first periodic return.

The following applications have either been withdrawn or have lapsed.

Pilkington Bros. Ltd. Fibreglass Division: to increase the price of their glass fibre reinforcement material by 4 per cent.

Pressed Glass Division: to increase prices at their Ravenshead Works by 7½ per cent and at Chance Bros. Ltd. by 10 per cent.

Reckitt & Colman Ltd. To increase the prices of cosmetic products by 9.45 per cent.

Beaverbrook Newspapers Ltd. To increase cover charges by an average of 17.05 per cent and to increase advertisement rates by 18.82 per cent. (This application was withdrawn and a new claim has now been submitted.)

The increases below have been allowed on the grounds of higher allowable costs—mainly of labour and raw materials:

Imperial Chemical Industries Ltd. (Paints Division): Six per cent over their range of vinyl coated wallcoverings to be effective September 1, 1973. This is due to increased costs of materials—mainly paper which has gone up in price by up to 20 per cent—and labour.

Caravans International (Motorised) Ltd. (a subsidiary of Caravans International Ltd.): An average of 8.75 per cent over the company's range of motor caravans, parts and accessories, effective from September 1, 1973. This is justified by higher costs of steel, aluminium, floor panels, fittings and labour.

Radiation Gas Fires Ltd. (Tube Investments Group): An average of 5 per cent for gas fires, gas and electric incinerators and spare parts. The highest increase on gas fires will be 5.5 per cent while some models will not be increased in price. Spare parts will be increased by 7.5 per cent. This is mainly due to increases in materials and labour.

Winget Ltd. (a subsidiary of Babcock & Wilcox Ltd.) An average of 8.7 per cent on portable concrete mixers (actual increases will vary between 8.5 per cent and 10 per cent), and 11.1 per cent on truck-mounted mixers. This is mainly due to higher costs of steel plate and bought-in components.

Coventry Climax Engines Ltd. (a subsidiary of British Leyland Motor Corporation Ltd.). A rise of 8.52 per cent on the company's range of fork lift trucks, options and accessories, effective from September 1, 1973. This is justified by increased costs of steel, batteries, tyres, engines and labour.

Crompton Parkinson. Eight per cent on fractional horse-power electric motors due to the higher cost of raw materials and bought-out components, and to increased labour costs. Some two-thirds of the price increase is wholly attributable to the higher cost of copper.

Boyden Data Papers Ltd. (a subsidiary of Reed International Ltd.). Ten per cent on stationery products mainly for the computer industry, due mainly to increased costs of labour and paper.

Guidex Ltd. (a subsidiary of Reed International Ltd.). Five per cent on office filing systems and loose leaf books, due mainly to increased costs of labour and paper.

Brook Motors Ltd. (part of the Hawker Siddeley Group). An average of 9.9 per cent on AC induction electric motors, switch gear and control gear, due to the higher cost of raw materials and bought-out components, and to increased labour costs. Increases on individual products will vary between 8 per cent and 12.5 per cent. Some two-thirds of the price increase is wholly attributable to the higher cost of copper.

R. A. Lister & Company Ltd. (Hawker Siddeley Group). Five per cent on diesel engines (not including spares). This is due to the higher costs of materials and labour.

British Productivity Council films

FILMS have in the past formed an essential part of the comprehensive programmes produced by the Council to support and promote their work in the productivity field. Following a recent review of BPC activities it was decided that the films programme should continue and that films would be made directly for use by industry, colleges of further education, the 60 local productivity associations affiliated to the BPC and by any other bodies to whom their message was appropriate.

Over 70 films, with running times between 15 minutes and 40 minutes, are now available and new films are added to the list at a rate of around two a year. The films cover three main areas: (1) general aspects of productivity, eg automation, inter-firm comparisons, marketing; (2) selected areas of productivity, eg design, ergonomics, network analysis, production control, stock control; (3) work study in a variety of areas, eg building, clothing, local government.

The films are suitable for inclusion in training courses run either by industry or by colleges. Typical of the films now being made, 'Supervisors' Progress', the second film in a supervisory training programme, depicts a group of supervisors, including the head of the typing pool, planning to achieve a 20 per cent increase in the production of an item against a deadline. To this end, the group uses various systematic aids such as Bar Charts, Networks, Planned Maintenance and Problem Solving Techniques. The film was released at the end of June. A special feature associated with this film is the six related film strips which are particularly helpful in enabling firms to set up in-plant training for their supervisors and colleges to build courses for industry.

Both the Confederation of British Industry and the Trades Union Congress assist in the preparation of the films and their general support for this activity of the BPC ensures that the films adequately portray the complex realities of today's industrial situations.

BPC films are extensively used already throughout industry and further education centres both in this country and abroad, and are available to readers of *Trade and Industry*. The films can be purchased or hired. For purchase they are priced from £35 for certain of the older and shorter films to £130 for the most recent productions made in colour; daily hire charges for the films are initially about

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one-seventeenth of the purchase price, but there are reductions for hire over a period. The films can be either

i) hired from:
The Central Film Library
Government Buildings
Bromyard Avenue
Acton
London, W3 (tel. 01-743 5555)

or ii) purchased direct from:
The British Productivity Council
12/13 Henrietta Street
London WC2E 8LH (tel. 01-836 0723).

A free catalogue, complete with synopses, is available from the BPC.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under Section 3 and 16 of the Prevention of Fraud (Investment) Act 1958.

Licensed dealers

Additions

Lontrust Management Ltd., One Moorgate, London EC2R 6JH.

Fowler (Richard Fowler Holdings Ltd.), 306 Church Street, Blackpool, Lancashire.

Monecor (London) Ltd., 4 Gracechurch Street, London EC3V 0DP.

Harris Graham Securities Ltd., 30 Queen Anne's Gate, London SW1H 9AW.

Portman Guaranty Ltd., 86-88 Queen Victoria Street, London EC4V 4BH.

Change of Name

Dikappa (Holdings) Ltd. to Langton Taylor & Co. Ltd., Royex House, Aldermanbury Square, London EC2V 7LD.

Change of Address

Constable and Bain Ltd., Bucklersbury House, Fifth Floor, 3 Queen Victoria Street, London EC4N 8DX.

Tradition Securities Ltd., Lee House, London Wall, London EC2Y 5AS.

Exempted dealers

Change of Name

Continental Bankers Agents Ltd. to Anglo-Continental Trust Ltd., 65-68 Leadenhall Street, London EC3A 2BA.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1973 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of management company	Name of scheme	Name and address of trustee
Abbey Unit Trust Managers Ltd., 1-3 St. Paul's Churchyard, London EC4M 8AR	Abbey Income Trust	Royal Exchange Assurance, Royal Exchange, London EC3
Hambros Unit Trust Managers Ltd., 55 Bishopsgate, London EC2	Hambro Exempt Fund	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh 2
Lloyds Life Unit Trust Managers Ltd., 12 Leadenhall Street, London EC3	Lloyds Life Equity Unit Trust	Williams and Glyn's Bank Ltd., 20 Birchin Lane, London EC3
M and G Securities Ltd., Three Quays, Tower Hill, London EC3R 6BQ	The M and G Far Eastern and General Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
GT Unit Managers Ltd., 6th Floor, 16 St. Martin's-le-Grand, London EC1A 4EP	GT Income Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
Vavasseur Unit Management Ltd., 15/16 America Square, Crosswell, London EC3	Vavasseur Far East Trust	Midland Bank Trust Co. Ltd., 27/32 Poultry, London EC2

REVOCATIONS

By agreement with the Managers and the Trustees the Order of Authorisation for the following scheme which has not been launched has been revoked.

Hambros Unit Trust Managers Ltd., 41 Bishopsgate, London EC2 (former Managers: Hambros Abbey Securities Ltd.)	Hambro Equities Fund for Charities	Royal Bank of Scotland Ltd., 42 St. Andrew Square, Edinburgh (former Trustee: Barclays Bank Trust Co. Ltd.)

Official appointments

MR. Peter Walker, Secretary of State for Trade and Industry, has authorised the following appointments:

Mrs. B. J. McClellan to be a member of the North Western Gas Consumers' Council.

Miss J. Esmée Roberts and Miss M. R. W. Caden to be members of the Scottish Gas Consumers' Council.

Mrs. V. Lister to be a member of the North Eastern Gas Consumers' Council.

Mrs. A. C. Roberts to be a member of the Welsh Gas Consumers' Council.

Mrs. F. M. Bridges to be a member of the North Thames Gas Consumers' Council.

Mr. J. Aeron-Thomas and Mr. S. M. Watson to be part-time members of the South Wales Electricity Board.

Mrs. M. Begg of Seaford, Sussex to be a member of the South Eastern Electricity Consultative Council.

Participation in industry conference

MR. Maurice Macmillan, Secretary of State for Employment, is to outline Government thinking on employee participation in industry at a two-day *Financial Times* conference entitled 'Participation and British Industry' which is being held at the Royal Lancaster Hotel, London, on November 27 and 28.

The conference will examine the background to the whole participation question, assess the present views of industry, and discuss the experiences of other countries. The views of the trade unions and the Opposition will also be given, particularly the reservations each has on such a policy.

Delegate enrolment forms are available from the Financial Times Conference Department, 388 Strand, London WC2R 0LT (tel: 01-836 5444, telex: 27347).

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THE EXPORT FREIGHT FORWARDERS

DTI holds group technology seminar

GROUP Technology, a production method under which a team of workers carry out a complete job, will be the subject of a one-day seminar which the Department of Trade and Industry is holding on October 10. It will take place in the Birniehill Institute at the DTI's National Engineering Laboratory, East Kilbride, Glasgow, as one of a continuing series aimed at helping British industry improve productivity.

GT is a relatively inexpensive and simple method of increasing output of batch manufacture. This is done by relocating machines and processes to minimise transit times and work-in-progress. Companies which have applied GT have gained substantial economic benefits, including reduced labour costs. There has also been marked improvement in job interest and morale at worker level because of reduced boredom and monotony.

The seminar is designed to give general appreciation of principles involved. These apply not only to the machine shop but to the design office. The course will explain steps necessary to implement GT. The programme will help those attending to assess the feasibility of applying it to their own organisations. Messrs F. Duncan and A. Stirling of NEL will present the seminar. Representatives from industry will present case studies.

Further details and registration forms from Course Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU. Telephone. East Kilbride 20222. ext. 570.

Scottish Council appoints London director

Mr. George Edwards, at present London manager of the Scottish Council (Development and Industry), has been appointed to the new post of London director of the Scottish Council.

The Council say that the creation of this post reflects the steadily growing importance of the Council's London organisation to Scottish affairs. The London Executive Committee, under the energetic direction of Mr. Tom Grieve, is involved in the general formulation of Council policy, as well as in such major sections of the Council's work as the oil industry, the promotion of large-scale industrial development, and the creation of strong Scottish links with countries overseas. This is supported by a London Advisory Committee whose membership gives access to people and organisations of all kinds whose influence is important to Scotland. In addition, the Scottish International Information Committee, chaired by Sir William Barnetson, provides a unique instrument for aiding the projection of Scottish affairs in the south and abroad.

Safety on Small Craft

Specially written for the Department of Trade and Industry by Guy Cole, an experienced yachtsman, this important publication gives authoritative advice on safety matters and is designed to encourage and help the occasional 'week-end' sailor to acquire an understanding of what is involved in the recreation of his choice. It will also have an interest for all concerned in sailing or who participate in water sports involving boats.

As well as explaining life-saving appliances and other equipment, it deals with facilities for learning boat handling techniques and skills, maintenance, navigation, Collision Regulations, weather and tide, and the search and rescue operation.

The book has many illustrations by David Cobb, the well known marine artist, and includes photographs.

75p (by post 83½p)

Please send your requests for free lists of titles (specifying subject/s) to Her Majesty's Stationery Office, P6A (ZTI), Atlantic House, Holborn Viaduct, London EC1P 1BN

HMSO Books can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol or through booksellers. See Yellow Pages for your nearest stockist of Government publications.

HMSO BOOKS

One-day seminar on offshore oil and gas opportunities

A ONE-day seminar concerned with offshore oil and gas opportunities is to be organised by the East Midlands Regional Office of the Department of Trade and Industry, in association with the North Midlands Regional Office of the Confederation of British Industry, at the Albany Hotel, Nottingham, on November 9.

The East Midlands Regional Director of the Department of Trade and Industry, Mr. Edmund T. Watson says: 'With the possibilities of further oil and gas discoveries off the coast of the British Isles our companies cannot afford to miss the opportunities which will arise. The seminar will highlight these opportunities and ensure an awareness of this valuable expanding market for East Midlands companies.'

The seminar is aimed at those companies who manufacture and service oil rig equipment, but it will also point out to other manufacturers of associated equipment and products that the market is one that they cannot afford to ignore.

The seminar will be opened by Mr. Tom Boardman, Minister for Industry. It will be attended by directors and senior managers of East Midlands companies and will be addressed by speakers experienced in selling to the offshore oil industry. Details of the speakers will be issued later.

Pisces III submersible inquiry

MR. Michael Heseltine, Minister for Aerospace and Shipping, has appointed Mr. Ronald Mensforth, Senior Engineer Surveyor, and Mr. Philip Pearce, Senior Ship Surveyor in the Department of Trade and Industry's Marine Division, to take part in an inquiry which Vickers Oceanics Ltd. have already initiated into the accident to Pisces III.

The outcome of the inquiry will be made public.

Public inquiry into accident at Markham Colliery

THE Public Inquiry into the accident which occurred at Markham Colliery, near Chesterfield, on July 30, 1973, will open at the Town Hall, Chesterfield, at 10 a.m. on Wednesday, October 10, 1973.

As already announced, the Inquiry will be conducted by Mr. J. W. Calder, HM Chief Inspector of Mines and Quarries. His report will be laid before Parliament and published in due course.

PROTECTION OF WRECKS ACT 1973

Area in Cattewater, Plymouth, designated as a restricted area

THE Secretary of State for Trade and Industry has made an Order, which came into force on September 5, under the Protection of Wrecks Act 1973 designating as a restricted area all within 100 metres of the site in Cattewater, Plymouth where a vessel lies wrecked on the sea bed at latitude 50° 21′ 41.4″ North, longitude 04° 07′ 37.5″ West.

Within this area it is an offence to interfere with the wreck or to carry out diving or salvage operations without the authority of a licence granted by the Secretary of State.

The designation Order has been made without prior advertisement as a matter of immediate urgency but it may be revoked or amended in the light of representations received. If any person or body wishes to make representations in this matter they should write to the Department of Trade and Industry, Marine Division, Branch 1B, 90/93 High Holborn, London WC1V 6LP by October 31, 1973.

Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver

HIGH COURT OF JUSTICE
Senior Official Receiver: A. T. Cheek

COMPANIES WINDING-UP
Inveresk House, 346 Strand, London WC2R 0HJ (Tel: 01-836 7733)
Official Receivers: L. R. Bates; N. Saddler; D. A. Williams

BANKRUPTCY
Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (Tel: 01-405 7641)
Official Receivers: R. B. Howard; J. Tye

Birmingham
Commercial Union House,
Martineau Square, Birmingham B2 4UP
(Tel: 021-236 8831/7)
A. D. Gwyther; J. F. Hirst

Bournemouth
Burlington Arcade,
Bournemouth BH1 2JS
(Tel: 0202-28208/9)
A. H. Horler

Bradford
West Riding House,
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(Tel: 0274-33651/2)
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K. A. Miller; A. N. Percy

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St. Nicholas Street, Newcastle upon Tyne
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Northampton NN1 5QA
(Tel: 0604-37288/9)
R. F. Savage

Norwich
Davey House, Castle Meadow,
Norwich NOR O2D
(Tel: 0603-28983/4)
T. A. Tuck

Nottingham
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Nottingham NG1 7EP
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W. W. Jordan

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Plymouth PL1 1RD
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3 Blagrave Street, Reading RG1 1QE
(Tel: 0734-581931/5)
R. G. Goddard

Rochester
Gordon House, Star Hill,
Rochester
(Tel: 0634-42603 and 46906)
A. R. Haigh

St. Annes
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Lytham St. Annes FY8 2JD
(Tel: 039-15-21271)
M. Clark

Sheffield
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Sheffield S1 4QN
(Tel: 0742-26691/3)
T. Wilks

Southampton
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Southampton SO9 1NQ
(Tel: 0703-23348/9 and 23340)
A. H. Horler

Southend
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Victoria Avenue, Southend-on-Sea
SS2 6EF (Tel: 0702-41316/7)
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Stockton
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Teesside TS18 3BP
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Applicants must be UK-based producers of goods or providers of a service but there is no limit as to size. Units with less than 200 employees received over one third of all the Awards granted this year.

The ninth annual list of Award winners will be announced on The Queen's personal birthday, 21st April, 1974.

For full information about eligibility, application forms and guidance notes, get in touch with The Secretary, The Office of The Queen's Award to Industry, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 2277. Telex 27366.

Would you please indicate whether your application will be in respect of exports or technology or both.

The closing date for applications is 31st October, 1973.

Northern Ireland appoints Industrial Development representative in Japan

IN the development of its campaign to attract Japanese industry to the Province, Northern Ireland has appointed a Japanese national as its Industrial Development representative. He is Mr. T. T. Teshima, one of the 11-man group of senior Japanese business and industrial executives who visited Northern Ireland earlier this year to assess its potential as a European base for manufacturing investment. Mr. Teshima has had a distinguished business career, both in Japan and in the United States as executive vice-president in charge of foreign operations for the Sanyo Trading Company.

The appointment by the Ministry of Commerce is the latest step in its campaign which now, as it moves for the first time into direct promotional contact with Japanese industry, is entering what will be over the next few months a highly significant period of activity.

In Tokyo recently Northern Ireland has been presenting to Japanese industrialists its case as a base for expansion at a three-day seminar organised by the Japan Industrial Location Centre. It will be followed up in November by an on-the-ground assessment by Japanese industrialists of those claims, in what will be one of the largest and most influential industrial groups to visit the Province as a party. Twenty of the industrialists at the seminar will be going to Northern Ireland for a day.

Essex company moves to Leadgate factory

KESWICK (Fancy Goods) Ltd. are purchasing a 15,000 sq. ft. advance factory, built by the English Industrial Estates Corporation, together with some 2 acres of land at Leadgate, Co. Durham. The company are moving from Saffron Walden, Essex where they are unable to carry out the necessary expansion of production to cope with ever increasing orders.

Keswick (Fancy Goods) produce high quality, heat-resistant fibreglass tea-trays for leading department stores. About 40 per cent of the production goes for export to countries as far apart as Iceland and Guam and substantial orders are sent to Canada, the USA and South Africa.

Machinery is at present being installed and the company hopes to be in limited production by October.

New vinyl coating plant in the North-East

SUNTHORN Ltd. have acquired a 24,000 sq. ft. factory in West Auckland from the English Industrial Estates Corporation, with collaboration from the Department of Trade and Industry. The factory is being specially equipped to produce vinyl-coated paper base for the wallpaper industry. It is unique in not being part of a unit created specifically to produce finished wallpaper. It will instead provide an independent source of vinyl coated paper for manufacturers not wishing to commit themselves to the specialised business of coating, but who, nevertheless, want to include vinyls in their collection. The new unit, which involves an initial investment of £½ million sterling, is already receiving inquiries from vinyl wallcovering manufacturers.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed acquisition by British Oxygen Co. Ltd. of the Hancock Division of G. D. Peters Ltd.

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GOVERNMENT SALES

MINISTRY OF DEFENCE

September 20, 1973 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554 2447/8/9)

Footwear; greatcoats; canvas sheeting and tentage; tarpaulins; sheets and blankets; Arctic clothing; sleeping bags; BD blouses and trousers; various items of plant and equipment; ferrous and non-ferrous scrap; electric cable; batteries; telephone and wireless equipment; carpets; rugs; canteen equipment; oscilloscopes; telescopes; binoculars; watches; cameras; photographic materials and equipment; generators; rectifiers; compasses; paints and oils; metal lockers; two Leyland 2,500 gallon refuellers; two Bedrod RL binned trucks; Scammell 10 ton recovery truck; BMC 5 ton GVW box van; Bedford Hawson 30 cwt van; Lansing Bagnall pallett transporter; AEC/Neal 6 ton mobile crane, and an assortment of other equipments.

September 26, 1973 Miscellaneous Stores

Location: The Memorial Hall, High Street, Chatham, Kent

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), London EC4M 9ET (Tel: 01-248 7954)

The lots include clothing; boots and shoes; instruments; motor cycle spares; electrical, photographic and radio equipment; telescopes and binoculars; clocks and watches; furniture; rugs; canvas; machine and hand tools and tyres.

October 3, 1973 Miscellaneous Stores

Location: The Astoria, Roundhay Road, Leeds LS8 4A2

Auctioneers: Bartle & Sons (Dept. L), 52 Merrion Street, Leeds LS2 8JH (Tel: 0532-20898)

Lathes; grinding machine; power saws; compressors; generating sets; charging sets; pressure cleaners; industrial tractors; portable runway; roller conveyor; fork lift trucks; pallet transporters; cable, signal and wireless equipment; MT spares; tyres; tools; lifting and towing equipment; radio tower; batteries; typewriters; household and kitchen equipment; clothing; furniture and other miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender

Navy rum measures, etc. lying at Kirliston, Plymouth and Gosport. Tenders to be issued in September for return at the end of October.

Applications for tenders should be made to The Ministry of Defence, Sales Supply 6aiii, Room 418, First Avenue House, Holborn, London WC1V 6HR.

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

Offers are invited for the purchase of the undermentioned tug 'as lying' at HM Naval Base, Chatham.

'RESOLVE' Steel, built 1946. G.T. 290 tons. N.T. 97 tons. Length (BP) 115 ft. Breadth (mld) 29 ft. 7 in. Depth (mld) 12 ft. Light Displacement 403 tons. Engine: Single screw, oil fired, steam reciprocating, triple expansion by Fleming and Ferguson Ltd., Paisley. IHP 1,000.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "RESOLVE"' and must be received not later than *noon* on October 4, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

Safety of Loads on Vehicles

Code of Practice

People are too often killed or injured in accidents caused by badly secured loads falling off lorries. Carrying a load safely to satisfy the broad terms of the law is the responsibility of everyone in road transport and this code gives full guidance as to how loads should be secured, and needless casualties avoided. It is hoped that everyone concerned in the road transport industry will learn from the code and help to make the incidence of a falling load a thing of the past.

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Please send your orders or requests for free lists of titles (specifying subject/s) to Her Majesty's Stationery Office, P6A (ZTI), Atlantic House, Holborn Viaduct, London EC1P 1BN.

Government publications can be bought from the Government Bookshops in London, Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

See the Bookseller section of Yellow Pages for your nearest stockist of Government publications.

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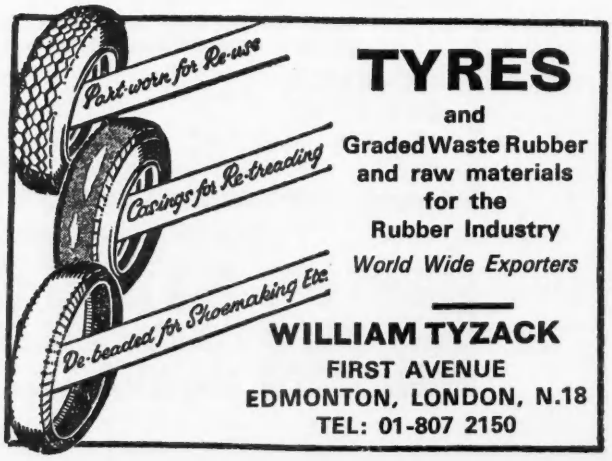

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1971	1963	1963	1963	1963							
£m in base year		20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	95	113	139	132	145	161	23	75	41	−271	−648	377
1969	97	113	138	140	150	342	232	26	27	444	−143	587
1970	99	116	142	150	168	266	214	42	13	681	12	669
1971	100	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	102	127	144	125 p	178 p	−415	−414	+5	−28	37	−692	729
1970 4th qtr		118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	98	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	100	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	101	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	101	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	99	123	145	137	167	−146	−110	−6	−29	61	−122	183
2nd qtr	102	126	144	122	185	−102	−142	−5	31	116	−53	169
3rd qtr	103	128	141	122	175	−107	−114	4	−24	−104	−284	180
4th qtr	105	131	145	122	183 p	−60	−49	13	−6	−36	−233	197
1973 1st qtr	109	134	151	128	194 p	247	134	12	62	−189 p	−363 p	174 p
% change latest 2 quarters: on prev. 2 quarters	+4.5	+4.3	+3.9	+2.5	+2.2							
on a year earlier	+6.7	+7.8	+3.1	−7.7	+6.4							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			at 1966 prices	monthly averages	Index‡								at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	123.5	125.6	102.4	82.3	131.8	5.4	95.0	93.4	71.1	531	2.3	200	165	165
1970	124.9	127.2	103.6	91.4	140.2	6.4	100.0	100.0	78.2	568	2.5	186	184	181
1971	125.8	126.7	103.8	108.5	153.4	9.4	104.6	109.0	88.5	737	3.2	129	205	194
1972	129.9	130.8	110.0	138.6	164.3	7.1	109.2	114.8	100.9	816	3.6	145	213	225
1971 2nd qtr	125.8	127.0	103.2	95	153.2	9.8	104.9	108.7	87.1	709	3.1	128	212	197
3rd qtr	126.5	127.1	104.4	116	155.3	10.1	105.6	110.3	89.4	772	3.4	119	214	193
4th qtr	125.8	126.4	106.9	132	157.3	9.2	104.8	110.8	92.1	832	3.7	118	210	199
1972 1st qtr	123.0	125.0	106.3	121	159.7	8.0	105.6	112.1	95.7	870	3.8	124	204	211
2nd qtr	129.9	129.3	108.5	143	162.7	6.2	106.1	113.5	97.7	835	3.7	135	216	216
3rd qtr	131.3	131.8	111.8	141	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	135.4	137.1	113.7	149	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	259
1973 1st qtr	138.4	140.4	117.1	145	172.4	8.0	126.0	119.5	108.8	665	2.9	229	246	275
2nd qtr	140.9	142.1		131	177.9	9.3	133.0 p	120.1 p	112.6	602	2.6	292	265	297
1972 Sep	132.7	132.8	111.0	139	166.4	7.0	110.7	116.4	106.8	812	3.6	150	230	264
Oct	134.5	135.6	112.4	149	168.7	7.9	112.9	117.3	107.6	779	3.4	163	251	260
Nov	135.5	137.2	113.0	157	169.3	7.6	115.3	118.3	108.2	756	3.3	177	239	261
Dec	136.1	138.3	115.2	142	170.2	7.7	118.7	118.5	108.4	727	3.2	188	235	255
1973 Jan	136.7	137.7	114.2	154	171.3	7.7	122.7	119.0	108.4	703	3.1	201	243	261
Feb	138.4	140.5	117.1	146	172.4	7.9	126.0	119.6	108.9	660	2.9	238	252	268
Mar	140.0	143.0	119.4	136	173.4	8.2	129.4	120.0	109.5	630	2.8	254	243	295
Apr	140.6	142.0	111.1	125	176.7	9.2	129.6	118.8*	112.3	617	2.7	275	267	275
May	141.3	141.9	110.7	133	178.0	9.5	132.4	120.1	113.2	599	2.6	296	255	309
June	140.7	142.5	114.8	134	178.9	9.3	137.1	121.4	115.6	590	2.6	307	273	306
July			115.9	138 p	179.7	9.4	142.9	122.7	115.8 p	578 p	2.5 p	325 p	275 p	314 p
% change latest 3 months: on prev. 3 months	+1.8	+1.2	−1.8	−0.4	+2.7		+7.1	+1.6	+4.2	−7.3		+21.9	+5.5	+10.6
on a year earlier	+8.5	+9.9	+3.4	−5.8	+9.4		+29.0	+6.5	+15.6	−27.7		+123.6	+24.6	+47.5

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April, affected by changes due to VAT.

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UNITED KINGDOM TRADE

Unit value and volume index numbers for July

THE export unit value index, on a balance of payments basis, rose by nearly 1½ per cent in July, and in the three months ending July rose by 3½ per cent over the previous three months. The import unit value index in July was nearly 3 per cent higher than in the previous month and for the three months ending July 1973 it was 8 per cent higher than in the previous three months.

The terms of trade index fell by a further point in July.

Commodity groups

The 3½ per cent rise in the total export unit value index for the three months ending July 1973 was largely determined by a 3 per cent rise in the unit value index for manufactured goods although within this group the indices for machinery and transport equipment and chemicals rose less than the average. The indices for textiles and metals rose by 8½ per cent and just over 3 per cent respectively. The export unit value index for non-manufactures (which account for a relatively small percentage of total exports) increased by nearly 7 per cent.

The 8 per cent rise in the import unit value index for the three month period ending July compared with the previous three months included rises of 10 per cent for food, drink and tobacco and 9½ per cent for basic materials.

Notes

(a) The discussion in this article of the unit value index numbers for total imports and exports and the terms of trade is based on the

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS 1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	148	149
1970	131	136	104	155	154
1971	134	148	110	160	160
1972	143	157	110	177	159
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160	150
2nd quarter	135	146	108	162	167
3rd quarter	137	149	109	157	166
4th quarter	137	152	111	161	159
1972 1st quarter	139	155	111	170	156
2nd quarter	140	157	112	175	162
3rd quarter*	[144]	[160]	[111]	[169]	[141]
4th quarter	152	162	106	195	178
1973 1st quarter r	164	166	101	196	176
2nd quarter r	178	172	97	195	181
1972 July	142	158	111	158	156
August*	[145]	[162]	[112]	[143]	[100]
September*	[146]	[160]	[110]	[206]	[168]
October	147	161	110	202	183
November	152	161	106	198	177
December	157	163	104	187	172
1973 January	160	165	103	192	177
February	165	166	101	191	177
March	169	168	99	205	173
April r	173	171	99	184	186
May r	179	172	96	204	174
June r	182	174	95	198	184
July p	187	176	94	198	185
Average of 3 months ending					
April 1973	169	168	100	193	179
July 1973	183	174	95	200	181

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates. * Affected by the dock strike.
r Revised

statistics in Table 1, which are on a balance of payments basis. Comments on unit values for commodity groups are based on the indices in Table 2, which are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(b) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 21, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	136	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1971	136	140	122	120	145	147	126	152	129	132	156	159	148
1972	143	153	128	120	151	157	135	161	134	139	160	172	156
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
4th quarter	138	143	122	122	147	152	128	157	130	133	156	167	152
1972 1st quarter	139	148	121	118	147	155	131	159	134	135	157	170	156
2nd quarter	140	149	125	117	148	156	133	161	136	139	158	172	155
3rd quarter*	[145]	..	..	..	..	[160]	..	..	..	..	..	..	..
4th quarter	152	162	140	124	158	162	139	166	138	144	165	177	161
1973 1st quarter	164	179	157	134	164	166	152	169	144	149	172	178	164
2nd quarter	178	196	175	141	177	172	164	174	147	161	179	182	169
1972 July	143	150	129	117	152	158	135	162	136	136	158	174	157
August*	[145]	..	..	..	..	[162]	..	..	..	..	..	..	..
September*	[145]	..	..	..	..	[160]	..	..	..	..	..	..	..
October	147	157	133	122	155	161	138	166	139	141	164	177	160
November	152	162	141	125	157	161	136	166	137	144	165	177	161
December	157	168	147	127	162	163	142	167	138	147	168	177	160
1973 January	159	172	151	129	162	165	149	168	143	147	170	178	163
February	164	180	156	135	162	165	148	169	144	151	171	177	165
March	169	183	163	137	168	168	158	170	144	149	175	178	165
April	174	188	170	136	175	171	160	173	147	157	180	182	165
May	179	198	177	142	175	172	165	174	149	163	179	181	168
June	182	201	178	144	179	173	166	175	145	163	180	183	172
July	188	207	181	146	187	176	167	178	150	169	185	184	174
Average of 3 months ending													
April 1973	169	184	163	136	169	168	155	171	145	153	175	179	165
May 1973	183	202	178	144	181	174	166	176	148	165	181	183	171

* Affected by the dock strike.

(*continued on next page*)

Twice-Weekly Sailings

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TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1971	162	104	101	216	241	164	159	165	215	142	137	154	205
1972	177	104	102	214	285	166	167	167	228	151	134	150	219
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
4th quarter	166	105	98	216	252	172	168	173	226	161	149	154	222
1972 1st quarter	177	107	100	238	274	160	156	161	215	144	129	148	204
2nd quarter	179	106	104	217	285	174	171	176	246	157	143	158	222
3rd quarter *	[162]	..	..	..	..	[138]	..	..	..	..	..	..	..
4th quarter	192	110	112	215	318	191	206	189	253	175	156	171	240
1973 1st quarter	203	113	113	227	342	183	176	186	255	169	147	165	253
2nd quarter	200	105	111	231	342	194	184	197	275	181	151	173	270
1972 July	153	86	91	190	245	160	143	163	218	139	131	149	209
August *	[137]	..	..	..	..	[98]	..	..	..	..	..	..	..
September *	[196]	..	..	..	..	[157]	..	..	..	..	..	..	..
October	203	125	120	211	330	198	215	197	260	183	177	172	259
November	203	112	118	230	341	202	218	200	272	190	169	185	231
December	171	94	98	204	282	172	185	170	227	152	124	154	229
1973 January	216	132	122	246	348	189	183	192	260	170	154	173	250
February	177	90	101	203	304	174	161	177	235	157	136	158	245
March	217	118	117	232	374	187	184	190	269	179	151	163	263
April	178	97	103	208	298	187	177	191	253	160	140	161	300
May	218	112	120	241	379	197	192	199	288	191	157	183	235
June	203	104	111	243	348	197	182	202	284	193	155	176	274
July	200	99	111	211	353	197	196	199	264	179	148	177	280

* Affected by the dock strike.

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

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TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1970 1st quarter	150	150	104	108	191	210	209	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	228	226	155	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	215	215	145	146	145	185	127	119	140	167
4th quarter	164	164	107	114	215	237	236	162	163	161	205	143	132	154	192
1971 1st quarter	162	162	107	105	231	234	233	150	144	152	195	133	128	146	177
2nd quarter	162	162	107	100	220	236	235	169	164	170	220	144	138	159	212
3rd quarter	160	160	102	101	202	239	239	170	175	169	218	142	137	157	213
4th quarter	165	165	100	96	213	256	256	166	155	170	225	150	144	154	219
1972 1st quarter	172	172	103	101	223	271	271	162	164	163	223	147	132	147	207
2nd quarter	174	174	104	103	208	271	271	169	171	170	235	154	137	150	224
3rd quarter *	[169]	..	..	..	..	..	..	[149]	..	..	..	..	..	..	..
4th quarter	193	193	109	112	216	327	327	185	191	185	253	166	150	169	239
1973 1st quarter	195	195	108	112	213	333	333	186	187	187	260	172	150	164	249
2nd quarter	195	195	106	114	226	331	331	191	186	193	264	179	147	166	281
1972 July	157	157	90	92	207	246	246	164	149	167	223	147	132	149	219
August *	[146]	..	..	..	..	..	..	[107]	..	..	..	..	..	..	..
September *	[205]	..	..	..	..	..	..	[176]	..	..	..	..	..	..	..
October	199	199	121	118	212	323	323	191	200	191	251	170	169	175	252
November	196	196	104	117	222	331	331	185	195	185	264	173	152	177	211
December	185	185	101	101	213	326	326	180	179	180	243	154	128	157	254
1973 January	193	193	115	106	212	326	326	187	186	188	259	170	155	168	241
February	190	190	98	110	212	327	327	186	183	189	254	169	146	168	256
March	203	203	109	118	214	346	346	183	194	184	266	177	149	156	252
April	188	188	104	111	212	310	310	197	189	199	260	172	148	171	306
May	206	206	110	118	226	346	346	183	187	184	257	173	140	158	260
June	201	201	104	112	241	338	338	194	183	197	275	193	154	168	276
July	198	198	100	110	228	337	337	192	192	193	257	183	143	167	278
Average of 3 months ending															
April 1973	194	194	104	113	213	327	327	189	188	191	260	173	148	165	271
July 1973	202	202	105	114	232	341	341	190	187	191	263	183	146	164	271

* Affected by the dock strike.

Business Monitor

THE following titles and issues of Business Monitor are now available.

Production series

Monthly at £1 a year post free:

PM476 Imported timber for July 1973

PM481 Paper and paper-making materials for June 1973.

Quarterly at 37½p a year post free:

PQ277.1 Colours for first quarter

PQ321 Aluminium and aluminium alloys for first quarter

PQ339.2 Printing, bookbinding and paper making machinery for fourth and first quarters

PQ339.7 Food and drink processing machinery and packaging and bottling machinery for fourth and first quarters

PQ396.2 Jewellery for first quarter

PQ461 Clay building bricks and other non-refractory goods for first quarter.

Service and distributive series

Monthly at £2 each a year post free:

SD1 Food shops for July

SD2 Clothing and footwear shops for July

SD3 Durable goods shops for July

SD4 Miscellaneous non-food shops for July

SD6 Instalment credit business of finance houses for July

SD8 Instalment credit business of retailers for July.

Miscellaneous series

Quarterly at 37½p a year post free:

M6 Overseas travel and tourism for first quarter.

Census series

1970 Census of Production Reports (price including postage shown in brackets)

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C26 Lubricating oils and greases (30½p)

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C110 Textile finishing (30½p)

C117 Men's and boys' tailored outerwear (30½p)

C131 Timber (30½p)

C148 Miscellaneous stationers' goods (30½p)

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel: 01-222 7877, ext. 3038).

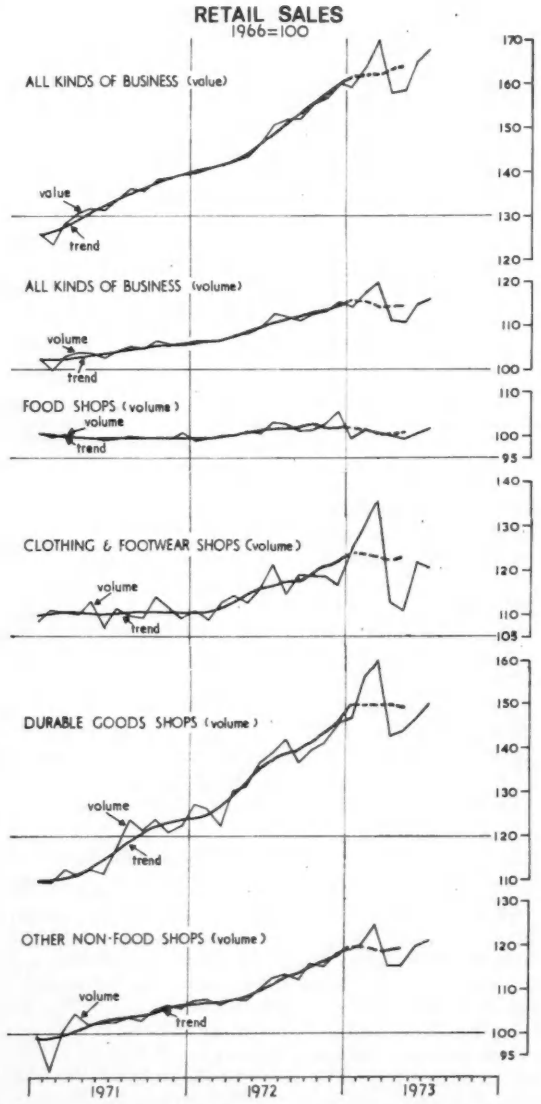
A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Retail sales in July

THE seasonally adjusted index of the volume of retail sales in July is 115.9 (1966 = 100), showing a further recovery from the low levels in April and May. In July there was a further rise in sales by food shops; sales by durable goods shops also increased.

Although the average volume of sales in June and July was slightly higher than the monthly average for the first five months of the year, which probably take in the full effects of the pre-VAT spending, it is too early to say whether this is indicative of resumed buoyancy in retail trade.

In the first seven months of 1973 the total volume of sales was 6½ per cent higher than in the corresponding period of 1972. Over this period, sales by clothing and footwear shops were up by 8 per cent, sales by durable goods shops by 14 per cent, and sales by other non-food shops (which include department stores and mail-order businesses) by 10 per cent. Sales by food shops were virtually unchanged.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The July 1973 sales period was the four weeks from July 1, 1973 to July 28, 1973. The corresponding period in 1972 was from July 2, 1972 to July 29, 1972.

(†) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) — 1966 = 100

(Sales in 1966 £ million)	All kinds of business (11,549)	Food shops (5,016)	Non-food shops Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	101.1	100.8	101.3	100	103	101
1968	103.1	101.4	104.4	104	109	103
1969	102.4	102.1	102.7	104	104	101
1970	103.6	101.8	104.9	108	107	103
1971	103.8	99.7	107.0	110	116	102
1972	110.0	101.3	116.8	115	135	111
1971 3rd quarter	104.4	99.5	108.2	110	121	103
4th quarter	105.9	100.0	110.4	111	122	106
1972 1st quarter	106.3	99.4	111.5	111	125	107
2nd quarter	108.5	100.5	114.7	114	133	108
3rd quarter	111.8	102.1	119.2	118	139	113
4th quarter	113.7	103.1	121.8	118	143	117
1973 1st quarter	117.1	100.3	130.0	130	154	121
2nd quarter	112.4	100.3	121.7	116	144	117
1972 May	108.0	100.9	113.4	113	132	108
June*	109.5	100.5	116.4	115	137	110
July	112.5	103.0	119.9	121	139	113
. . .						
1973 January	114.2	99.3	125.6	124	147	119
February	117.1	101.2	129.3	130	155	120
March*	119.4	100.5	134.0	135	159	124
April	111.1	100.0	119.5	113	142	115
May	110.7	99.3	119.5	111	143	115
June*	114.8	101.3	125.2	122	146	120
July	115.9	102.4	126.3	121	150	121
1973 Feb.-Apr.	116.1	100.6	128.1	127	153	120
May-July	113.9	101.0	123.8	118	147	119
Percentage increase	−1.9	0.4	−3.4	−8	−4	−1

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) — 1966 = 100

(Sales in 1966 £ million)	All kinds of business (11,549)	Food shops (5,016)	Non-food shops Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	102.8	102.6	103.0	102	104	103
1968	109.1	107.5	110.3	108	114	110
1969	114.2	114.6	113.9	113	114	114
1970	122.2	121.0	123.2	123	125	123
1971	132.7	130.7	134.2	134	143	131
1972	148.6	142.3	153.3	150	170	149
1971 3rd quarter	135.1	132.7	137.0	135	150	134
4th quarter	138.7	135.7	141.0	138	152	138
1972 1st quarter	140.8	137.0	143.8	140	156	141
2nd quarter	144.2	138.3	148.7	147	165	144
3rd quarter	151.5	144.6	156.8	155	175	151
4th quarter	157.6	149.4	163.9	159	184	160
1973 1st quarter	164.9	150.8	175.6	177	199	167
2nd quarter	161.0	155.7	165.0	162	184	160
1972 May	143.3	138.8	146.8	145	163	142
June*	146.4	139.4	151.8	149	171	147
July	150.6	142.9	156.5	157	175	150
. . .						
1973 January	159.4	146.9	169.0	168	188	163
February	164.7	151.7	174.6	177	199	165
March*	169.4	153.3	181.7	185	208	171
April	158.0	154.0	161.1	156	180	157
May	158.8	154.9	161.9	156	182	158
June*	165.1	157.8	170.7	173	187	164
July	168.2	160.5	174.1	172	196	167
1973 Feb.-Apr.	164.4	153.0	173.2	174	197	165
May-July	164.1	157.7	169.0	167	188	163
Percentage increase	−0.2	3.1	−2.4	−4	−4	−1

Hire purchase and other instalment credit business in July

FINANCE houses and retailers advanced £235 million in new instalment credit agreements in July (in seasonally adjusted terms). This was a little more than the monthly average during the second quarter of the year but less than in the first.

On the normal three monthly comparison, lending showed a decrease of 7 per cent from £729 million in the February-April to £681 million in May-July. Retailers' lending decreased by 3 per cent between these two periods while finance houses' lending was down by 10 per cent.

TABLE 1. HIRE-PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969	1,587	−20	701	−21	886	1
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1971 3rd quarter	572	107	285	74	287	33
4th quarter	572	83	274	61	298	22
1972 1st quarter	575	87	273	57	302	30
2nd quarter	612	108	304	75	308	33
3rd quarter	640	123	309	75	331	48
4th quarter	670	106	336	89	334	17
1973 1st quarter	770	177	402	136	368	41
2nd quarter	666	78	329	53	337	25
1973 January	261	66	138	53	123	13
February	246	47	125	37	121	10
March	263	64	139	46	124	18
April	220	35	109	22	111	13
May	221	11	109	8	112	3
June	225	32	111	23	114	9
July	235	34	117	25	118	9
1973 Feb.-Apr.	729	146	373	105	356	41
May-July	681	77	337	56	344	21
Percentage Increase	−7		−10		−3	
Debt outstanding at December 31, 1972 (unadjusted)	—	2,047	—	1,306	—	741

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2

All three groups of retail business recorded a slightly higher level of instalment credit sales in July than in other recent months. However, in the latest three monthly period sales were less than in the previous three months. Durable goods shops recorded a decrease of 6 per cent, department stores of 5 per cent and other credit retailers (mainly mail order houses) of 1 per cent between the two periods.

The total value of instalments owing to finance houses increased by £25 million in July and by £56 million in the latest three months compared with £105 million between February and April. Instalments owing to retailers increased by £21 million between May and July following an increase of £41 million between February and April. At the end of July the total debt outstanding on all instalment credit agreements was £2,284 million (*not* seasonally adjusted), 26 per cent more than a year earlier.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(48)	(489)
1969	111	100	113	117
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1971 3rd quarter	143	154	145	136
4th quarter	147	153	145	144
1972 1st quarter	149	151	152	148
2nd quarter	153	163	157	146
3rd quarter	164	167	164	162
4th quarter	165	166	155	166
1973 1st quarter	183	177	188	186
2nd quarter	168	159	176	173
1973 January	183	173	172	190
February	180	175	197	182
March*	185	183	196	185
April	166	159	172	170
May	168	158	178	174
June*	170	160	177	176
July	176	167	185	181
1973 Feb.-Apr. av.	177	172	188	179
May-July av.	171	162	180	177
Percentage increase	−3	−6	−5	−1

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by July 1973 sales was the four weeks from July 1, 1973 to July 28, 1973. The corresponding period in 1972 was from July 2, 1972 to July 29, 1972.

Vehicle production in August—provisional estimates

VEHICLE production for the United Kingdom estimated from provisional returns supplied by the major manufacturers is as follows:

TABLE 1. ESTIMATED VEHICLE PRODUCTION FOR THE FOUR WEEK PERIOD ENDING AUGUST 25, 1973

Number

	Cars		Commercial vehicles	
	Period	Weekly average	Period	Weekly average
Estimated output for August 1973	120,000	30,000	22,800	5,700
output for August 1972	118,631	29,658	21,892	5,473
Percentage change on 1972		+1		+4

TABLE 2. VEHICLE PRODUCTION IN SEASONALLY ADJUSTED TERMS

Monthly averages thousands

	Cars	Commercial vehicles
1972 2nd quarter	157	34.5
3rd quarter	159	32.4
4th quarter	180	39.9
1973 1st quarter	144	32.5
2nd quarter	137	33.8
June	144	38.4
July	153	41.8
August (estimate)	160	33.0
Average for:		
last 3 months	153	37.8
preceding 3 months	136	32.1
Percentage change	+12	+18

TEXTILES

Output in the wool textile industry

THE volume of production in the wool textile industry in June 1973 was 1 per cent higher than in June 1972.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January to June 1973 deliveries of woven fabrics (excluding blankets) were 11 per cent more than in the corresponding period of 1972; deliveries of worsted yarn (excluding semi-worsted yarn) were 3 per cent more. Production of wool and hair tops was 5 per cent less but that of man-made fibre tops was 20 per cent more.

OUTPUT IN THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1972	152.3	75.1	45.9	130.9	101.6	119.4	100.1	34.5
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	27.0	24.8	8.7
2nd quarter	39.3	19.5	11.8	33.8	26.6	30.7	24.7	6.8
3rd quarter	36.0	18.1	10.8	29.8	23.5	29.9	23.4	8.5
4th quarter	39.8	19.0	12.4	35.2	27.2	31.9	27.3	10.5
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	30.9	29.3	10.3
2nd quarter	34.9	16.6	13.9	33.5	24.6	32.5	26.0	8.7
1972 January	12.2	6.1	4.2	10.4	8.1	9.0	8.5	3.0
February	10.8	5.5	2.9	9.2	7.2	7.9	7.4	2.8
March	14.2	7.1	3.9	12.7	8.9	10.1	8.9	2.9
April	11.8	6.1	3.6	10.0	8.0	8.7	7.6	2.3
May	13.8	6.6	4.3	12.0	9.6	11.2	8.6	2.1
June	13.7	6.8	3.9	11.7	9.0	10.8	8.5	2.4
July	11.4	6.6	4.0	8.1	6.9	9.0	7.6	2.2
August	11.1	4.6	3.2	10.7	8.5	10.8	7.4	3.1
September	13.5	6.9	3.6	10.9	8.1	10.1	8.4	3.2
October	13.4	6.2	4.2	11.9	9.6	11.7	9.4	3.8
November	14.1	6.9	4.3	12.4	9.5	11.3	9.9	3.3
December	12.3	5.9	3.9	10.9	8.1	8.9	8.0	3.4
1973 January	14.3	6.8	4.2	12.9	9.5	10.4	9.8	3.9
February	12.3	6.1	4.0	11.3	8.6	9.4	9.2	3.0
March	14.1	7.0	5.1	12.6	9.7	11.1	10.3	3.4
April	11.4	5.6	4.6	10.3	7.8	9.0	8.5	3.0
May	11.5	5.5	4.9	11.1	8.5	11.6	8.9	3.0
June	12.0	5.5	4.4	12.1	8.3	11.9	8.6	2.7

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In June deliveries of semi-worsted yarn were 0.9 million kilos.

EXPORTS OF WOOL TEXTILE PRODUCTS

	Total	Wool tops		Yarns		Woven fabrics (‡)		Other wool textile products (†)
	£m.	£m.	Mn. Kilos	£m.	Mn. Kilos	£m.	Mn. sq. yd.	£m.
1963	130.87	42.82	43.55	21.27	15.36	63.77	89.26	3.00
1964	131.82	38.39	34.09	22.09	14.57	67.23	89.42	4.11
1965	122.07	28.98	29.03	20.51	13.70	68.00	88.78	4.59
1966	116.29	28.68	28.42	20.06	13.38	63.86	81.18	3.69
1967	103.79	22.54	23.32	18.04	12.56	59.84	75.64	3.37
1968	114.80	23.94	25.44	20.44	14.34	66.14	83.03	4.28
1969	125.41	26.55	26.01	23.32	16.08	71.08	83.07	4.45
1970	117.25	20.38	21.08	23.37	15.85	70.00	74.76	3.50
1971	106.82	16.28	18.66	23.28	15.88	62.57	64.94	4.70
1972	118.49	19.80	20.51	27.28	18.13	66.48	67.36	4.93
1970 1st quarter	28.94	5.49	5.65	6.01	4.05	16.59	18.78	0.85
2nd quarter	30.81	5.73	5.82	6.35	4.36	17.94	18.96	0.79
3rd quarter	28.84	5.33	5.40	5.26	3.54	17.46	18.42	0.80
4th quarter	28.66	3.82	4.22	5.75	3.91	18.03	18.59	1.06
1971 1st quarter	23.30	4.04	4.40	5.21	3.50	13.18	13.87	0.87
2nd quarter	29.43	4.32	4.85	6.44	4.61	17.42	17.15	1.25
3rd quarter	26.21	4.12	4.74	5.37	3.54	15.45	16.86	1.27
4th quarter	27.89	3.80	4.66	6.26	4.22	16.52	17.06	1.31
1972 1st quarter	24.72	4.00	4.71	6.06	4.22	13.66	14.52	1.00
2nd quarter	31.35	5.24	5.84	7.61	5.28	17.27	17.23	1.23
3rd quarter	26.41	3.96	4.03	5.81	3.79	15.53	15.87	1.12
4th quarter	36.01	6.59	5.93	7.81	4.84	20.03	19.74	1.59
1973 1st quarter	37.87	9.38	9.54	8.97	5.10	18.27	17.08	1.25
2nd quarter	46.61	11.04	8.10	9.53	4.88	24.53	19.86	1.51

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets: travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

Domestic furniture deliveries in July

MONTHLY figures of domestic furniture deliveries and orders in hand for the period June 1972 to July 1973 are as follows:

		Manufacturers' deliveries of domestic furniture £ million	Value of orders on hand at end of month £ million	Seasonally adjusted volume indices (1963 = 100) Deliveries	Orders in hand
1972	June	26.6	60.6	168	309
	July	20.7	68.6	174	320
	August	23.4	81.7	166	334
	September	30.3	86.0	176	350
	October	34.3	90.4	180	351
	November	32.0	98.8	166	385
	December	27.2	100.6	177	442
1973	January	32.5	118.6	201	558
	February	31.6	128.3	204	561
	March	35.8	132.1	218	614
	April	28.1 p	132.2 p	188 p	623 p
	May	33.4 p	134.0 p	197 p	608 p
	June	32.9 p	134.8 p	199 p	627 p
	July	28.3 p	134.1 p	206 p	568 p

The figures for April-July 1973 are provisional and subject to revision in the light of the results of the quarterly sales inquiry for the second quarter of 1973.

British Film Fund Agency returns

THE British Film Fund Agency has authorised the publication of the following information for the five weeks ended June 30, 1973.

Distributors' earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	85,052
Not eligible for 2½ times rental	7,029
	92,081
High cost films (including Newsreels after multiplying by 2 or 2½)	365,736
Films of not less than 3,000 ft.	457,817
Films under 3,000 ft. (after multiplying by 2½)	40,371
	498,188

Levy collections paid to the Agency by HM Customs and Excise to July 2, 1973 including an estimate of collections approximately covering entertainments for the five weeks ended June 30, 1973 — 313,800

The eighth interim allocation for the sixteenth year will be at the rate of 51 per cent.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 9,000 commodity headings); there are 190 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, September 7, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Porn-Brokers	BR/E 37007/9/9/78	85	September 3	Target International Pictures Ltd.	Elmside Films Ltd.
Venom	BR/E 37009/9/9/78	79	September 6	Mark Associates Ltd.	Cupid Productions Ltd.
Movietone News 2309	BR/E 36898/9/9/78	7	September 7	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2309A	BR/E 36899/9/9/78	7	September 7	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
Andrei—Rublev	F 37008	146	September 4	Columbia-Warner Distributors Ltd.	Mosfilm Productions, Moscow

Amendments to the Register:
The registration number of the film 'Climax' registered on August 21, 1973 has been amended to EC 36982/26/8/78.

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Turnover of the catering trades in July

THE total turnover of the catering trades in the period May to July was just under 2 per cent more than in the preceding three months, at current prices and after allowing for normal seasonal movements. The upward trend continues to be more gradual than during the early part of the year.

Recent percentage increases compared with a year earlier (not seasonally adjusted) for the main kinds of business are as follows:

	All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1973 1st quarter	13	17	14	13	13
2nd quarter	14	14	14	14	11
July	12	16	13	9	9

Note

The Easter holiday was split between the first and second quarters in 1972 but fell entirely in the second quarter in 1973.

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED

Index numbers of turnover per week (†) 1969 = 100

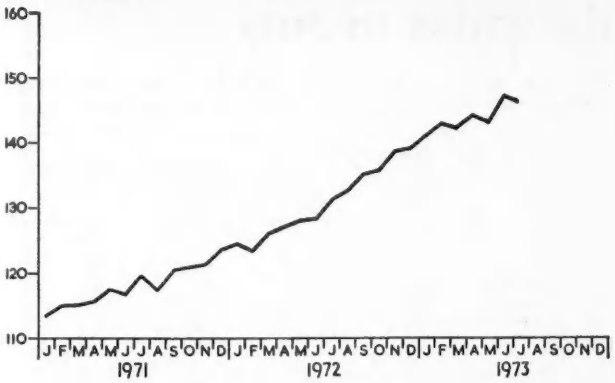
	Value at current prices (Turnover in 1969—£2,533 million)
1969	100
1970	108
1971	118
1972	131
1970 1st quarter	105
2nd quarter	108
3rd quarter	109
4th quarter	111
1971 1st quarter	115
2nd quarter	117
3rd quarter	119
4th quarter	122
1972 1st quarter	125
2nd quarter	128
3rd quarter	133
4th quarter	138
1973 1st quarter	142
2nd quarter	145
1972 October	136
November	139
December*	139
1973 January	141
February	143
March*	142
April	144
May	143
June*	147
July	146
1973 February-April	143
May-July	146
Percentage increase	2

† The monthly periods consist of four weeks except those marked * which are of five weeks. The July 1973 period was the five weeks from July 1, 1973 to July 28, 1973. The July 1972 period was the five weeks from July 2, 1972 to July 29, 1972.

The series are provisionally rebased using the broad results of the large scale inquiry into the catering trades for 1969. The detailed results of this inquiry will be incorporated in a final rebasing in due course.

A full report on the 1969 inquiry was published last November under the title 'Catering Trades 1969: Statistical Inquiry' (HMSO 32p net).

VALUE OF CATERING TRADES TURNOVER
Seasonally adjusted
1969 = 100



United Kingdom official reserves in August

HM Treasury announce that after receipts of $290 million from public sector foreign currency borrowing and a long-term debt servicing payment of $14 million the UK official reserves fell by $112 million during August to stand at $6,516 million at the end of the month.

Steel consumption and stocks in the second quarter of 1973

IT is normal practice at this time to give final figures on consumption and stocks both in total and in certain industry groups.

One of the essential elements in compiling this information is the tonnage of steel deliveries supplied by the Iron and Steel Statistics Bureau. This detailed information is not yet available for the second quarter. Under these circumstances it is not possible to add to the provisional figures published in *Trade and Industry* of August 16, page 372.

Final figures will be published as soon as they are available.

Loading Steriflex (intravenous fluids) at Brize Norton RAF station, for airlift to Lahore. The consignment was part of a 15-ton order for medical supplies placed with three Glaxo companies by the Crown Agents.

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

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civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
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quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
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Dept. of Trade and Industry organisation etc.

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British commercial representation overseas	July 5 1973
Business Monitor titles	Sept. 6 1973
Customs notices of interest to exporters	Sept. 6 1973
ECGD local offices	Sept. 6 1973
Guide to DTI	Aug. 30 1973
Official Receivers' offices	Sept. 6 1973
Programme of trade promotions	July 19 1973
Release dates of economic statistics	Aug. 30 1973

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ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

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SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (Tel: 291071—Telex 44203).

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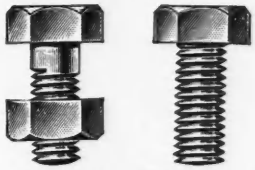

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